



Christian County Commission

100 West Church St, Room 100
Ozark, MO 65721

SCHEDULED

MEETING ATTACHMENTS (ID # 5275)

Meeting: 06/21/21 08:55 AM

Department: County Clerk

Category: Meeting Items

Prepared By: Paula Brumfield

Initiator: Paula Brumfield

Sponsors:

DOC ID: 5275

Meeting Attachments

ATTACHMENTS:

- 062121 FINANCIAL - PROSECUTING ATTORNEY RSMO 56-765 & FUND BALANCE REPORT (PDF)
- 062121 2ND QUARTER SALES TAX DISTRIBUTIONS(PDF)
- 062121 BID - DEPOSITORY BANK SERVICES - THE BANK OF MISSOURI (PDF)
- 062121 BID - DEPOSITORY BANK SERVICES - OZARK BANK (PDF)
- 062121 BID - DEPOSITORY BANK SERVICES - CENTRAL BANK OF THE OZARKS (PDF)
- 062121 BID - DEPOSITORY BANK SERVICES - SOUTHERN BANK (PDF)
- 062121 BID - DEPOSITORY BANK SERVICES - GSB - DECLINE TO BID LETTER (PDF)
- 062121 HAMBIEY CONSTRUCTION QUOTE - CLERK'S OFFICE - FLOORING IN STORAGE ROOM (PDF)
- 062121 HAMBIEY CONSTRUCTION QUOTE - CLERK'S OFFICE - CEILING LIGHTING IN STORAGE ROOM (PDF)
- 062121 2011 REMODEL INFORMATION - CLERK'S OFFICE (PDF)
- 062121 BID - CONCRETE MATERIALS - CITY WIDE (PDF)



Christian County, MO

Fund Balance Report

As Of 06/21/2021

Fund	Beginning Balance	Total Revenues	Total Expenses	Ending Balance
260 - P.A. Training	7,290.57	3,379.29	342.58	10,327.28
Report Total:	7,290.57	3,379.29	342.58	10,327.28

Amy Dent

From: Amy Fite <Amy.Fite@prosecutors.mo.gov>
Sent: Thursday, June 17, 2021 10:53 AM
To: Amy Dent
Subject: change venue case

56.765. Funding — surcharge to be collected in criminal and infraction cases, exceptions — registration fees — funds created — audit — use of fund. — 1. A surcharge of five dollars shall be assessed as costs in each court proceeding filed in any court in the state in all criminal cases including violations of any county ordinance or any violation of a criminal or traffic law of the state, including an infraction; except that no such surcharge shall be collected in any proceeding in any court when the proceeding or the defendant has been dismissed by the court or when costs are to be paid by the state, county or municipality.

2. One-half of all moneys collected under the provisions of subsection 1 of this section shall be payable to the state of Missouri and remitted to the director of revenue who shall deposit the amount collected pursuant to this section to the credit of the "Missouri Office of Prosecution Services Fund" which is hereby created in the state treasury. The moneys credited to the Missouri office of prosecution services fund from each county shall be used only for the purposes set forth in sections 56.750, 56.755, and 56.760. The state treasurer shall be the custodian of the fund, and shall make disbursements, as allowed by lawful appropriations. All earnings resulting from the investment of money in the fund shall be credited to the Missouri office of prosecution services fund. The Missouri office of prosecution services may collect a registration fee to pay for expenses included in sponsoring training conferences. The revenues and expenditures of the Missouri office of prosecution services shall be subject to an annual audit to be performed by the Missouri state auditor. The Missouri office of prosecution services shall also be subject to any other audit authorized and directed by the state auditor.

3. One-half of all moneys collected under the provisions of subsection 1 of this section shall be payable to the county treasurer of each county from which such funds were generated. The county treasurer shall deposit all of such funds into the county treasury in a separate fund to be used solely for the purpose of additional training for circuit and prosecuting attorneys and their staffs. If the funds collected and deposited by the county are not totally expended annually for the purposes set forth in this

subsection, then the unexpended moneys shall remain in said fund and the balance shall be kept in said fund to accumulate from year to year, or at the request of the circuit or prosecuting attorney, with the approval of the county commission or the appropriate governing body of the county or the City of St. Louis, and may be used to pay for expert witness fees, travel expenses incurred by victim/witnesses in case preparation and trial, for expenses incurred for changes of venue, for expenses incurred for special prosecutors, and for other lawful expenses incurred by the circuit or prosecuting attorney in operation of that office.

4. There is hereby established in the state treasury the "Missouri Office of Prosecution Services Revolving Fund". Any moneys received by or on behalf of the Missouri office of prosecution services from registration fees, federal and state grants or any other source established in section 56.760 in connection with the purposes set forth in sections 56.750, 56.755, and 56.760 shall be deposited into the fund.

5. The moneys in the Missouri office of prosecution services revolving fund shall be kept separate and apart from all other moneys in the state treasury. The state treasurer shall administer the fund and shall disburse moneys from the fund to the Missouri office of prosecution services pursuant to appropriations for the purposes set forth in sections 56.750, 56.755 and 56.760.

6. Any unexpended balances remaining in the Missouri office of prosecution services fund and the Missouri office of prosecution services revolving fund at each biennium shall be exempt from the provisions of section 33.080 relating to the transfer of unexpended balances to general revenue.

(L. 1981 S.B. 32 § 4, A.L. 1996 S.B. 869, A.L. 1997 S.B. 248, A.L. 1999 S.B. 275, A.L. 2001 S.B. 267, A.L. 2019 H.B. 547)

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Prosecuting Attorney
Christian County, Missouri
102 W. Walnut Street, First Floor
Ozark MO 65721
Phone: 417.581.7915
Fax: 417.581.7918
Email: Amy.Fite@prosecutors.mo.gov

ENTITY	PROJECT REQUEST	NOTES	TOTAL PROJECT COST	REQUESTED 2021 PROJECT COST PARTICIPATION	APPROVED 2021	Q2 DISTRIBUTION %	Q2 DISTRIBUTION TOTAL	TOTAL % DISTRIBUTED
SOUTH SPARTA SPECIAL	SEAL & CRACK FILL	SEAL & CRACK FILL 2-4 MILES OF ROADWAY	\$20,000.00	\$20,000.00	\$20,000.00	\$5,000.00	25%	50%
BILLINGS SPECIAL	HMA OVERLAY	LENAPE RD & N METZELTIEN RD HOT MIX ASPHALT OVERLAY	\$140,000.00	\$100,000.00	\$100,000.00	\$25,000.00	25%	50%
OZARK SPECIAL	AREA IMPROVEMENTS	HEMLOCK & N WILLOW RD, WIDENING 1.1 MILES TO MEET 22' W/ 1' BASE SHOULDER, 2" HMA OVERLAY, REPLACE 2 CULVERTS ON WILLOW, EXTEND 1 CULVERT ON HEMLOCK	\$350,000.00	\$350,000.00	\$100,000.00	\$25,000.00	25%	50%
STONESHIRE SPECIAL	CULVERT REPLACEMENT & ARMOR DITCHES	SHIRE CIRCLE, 3 LOCATIONS, UPGRADE CULVERT SIZE, INSTALL HEADWALLS, ARMOR OUTFALL, PATCH ROADWAY	\$19,275.00	\$19,275.00	\$19,275.00	\$4,818.75	25%	50%
SELMORE SPECIAL	CHIP & SEAL	4.7 MILES OF CHIP & SEAL, GOLDENROD, TENNESSEE, COLLINS, AUTUMN SAGE, MICHIGAN, ROLLING HILLS, UTAH, EMPIRE AVE, WINDRIVER, GREEN OAKS	\$77,644.00	\$69,897.60	\$69,897.60	\$17,474.40	25%	50%
CAPITAL PROJECTS FUND 235 - MUNICIPAL COST SHARE			\$100,000.00	\$100,000.00	\$100,000.00	\$25,000.00	25%	50%
CAPITAL PROJECTS FUND 235 - PROJECT EXPENDITURES			\$400,000.00	\$400,000.00	\$400,000.00	\$100,000.00	25%	50%

\$1,106,919.00 \$1,059,172.60 \$789,172.60 \$202,293.15

AMOUNT AVAILABLE FROM 221

\$399,540.68





THE
BANK
OF MISSOURI

County of Christian

Invitation to Bid: County Depository Bank Services

June 21, 2021

June 21, 2021

Christian County Commission
100 W. Church Street Room 100
Ozark, MO 65721

RE: Invitation to Bid: County Depository Bank Services

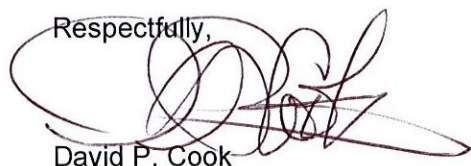
Dear Christian County Commission Office:

Thank you for this opportunity to provide a proposal for banking services to County of Christian which meets the requested contract terms beginning July 1, 2020 to June 30, 2023 with an option to extend for an additional two (2) years beginning June 30, 2023 to June 30, 2025.

As a locally owned bank, The Bank of Missouri prides itself on delivering exemplary service that many of our customers have come to appreciate and expect. We value this opportunity, and if selected, we will make every effort to continue providing this same type of service to Christian County.

If you have any questions or would like further details on any of the information provided, please feel free to contact me.

Respectfully,



David P. Cook
Community Bank President



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Executive Summary

About The Bank of Missouri

The Bank of Missouri is an independent, community bank founded in 1891. With 500 employees, 37 branches in 25 cities across Missouri and \$2.6 billion in assets, we are committed to the communities we serve. Our leadership team is comprised of established bankers with backgrounds from local community banks, as well as large institutional banks. This gives the bank a strong foundation of core community values and service, along with the vision and technology offered through nationwide providers.

Each of our markets are under local management, with its own directors and management team. Our staff consists of neighbors and friends committed to their customers and involved in the communities where they live and work. We've got your back, so you can focus on where you're headed. That's what we mean when we say The Bank of Missouri is your partner to "Live Well. Bank Well."

Your Banking Team

The Bank of Missouri has several convenient locations prepared to service the needs of Christian County. We offer a dedicated relationship team that includes:

- **Sandy Mincks**, AVP/Branch Operations Officer/Retail Services Supervisor
- **Jana Bobbett**, VP/Regional Treasury Solutions Officer
- **Devin Bobbett**, VP/Sr. Commercial Loan Officer
- **David Cook**, Community Bank President

In addition to the relationship team, we also have a dedicated Treasury Support Service group available Monday through Friday from 8am to 5pm (excluding Federal & Bank Holidays).

The Bank of Missouri has 4 convenient locations in the Springfield market prepared to service the needs of Christian County.

West South Branch

1301 W South St
Ozark, MO 65721
Lobby: 9:00-4:30
Drive-Up: 8:00-5:00 (Fri-5:30)
Saturday: 8:00-Noon (Drive Up Only)

East Elm Branch

520 E Elm St
Republic, MO 65738
Lobby: 9:00-4:30
Drive-Up: 8:00-5:00 (Fri-5:30)
Saturday: 8:00-Noon (Drive Up Only)

East Sunshine Branch

2360 E Sunshine St
Springfield, MO 65804
Lobby: 9:00-4:30
Drive-Up: 8:00-5:00 (Fri-5:30)
Saturday: Closed

South Campbell Branch

3807 S Campbell Ave
Springfield, MO 65807
Lobby: 9:00-4:30
Drive-Up: 8:00-5:00 (Fri-5:30)
Saturday: 8:00-Noon (Drive Up Only)

888.547.6541

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WE'RE ONLINE, AROUND THE CORNER,
AND AT HAND TO SERVE YOU BETTER.



Community Giving

We're a community bank. Therefore, we are active in our communities we serve. In fact, The Bank of Missouri is a leader in the communities we serve.

Here's how we look at it. Our bank has been fortunate to achieve many successes and receive many community awards over the years, and we know our communities are what make that possible. So, we believe in giving back and showing our appreciation.

As a community bank that's been around since 1891, we recognize the connection between community involvement and the role we play in the neighborhoods where we do business.

Core Values

The Bank of Missouri exists to serve the financial needs of its clients. Client's needs must be the first consideration in everything we do.

The Bank of Missouri is a leader in the communities we serve and community needs are taken seriously.

The Bank of Missouri will never intentionally do anything that goes against the best interest of the communities we serve.

The Bank of Missouri is a for-profit business that is committed to achieving profits by providing quality services to our clients and providing continuous value to our shareholders.

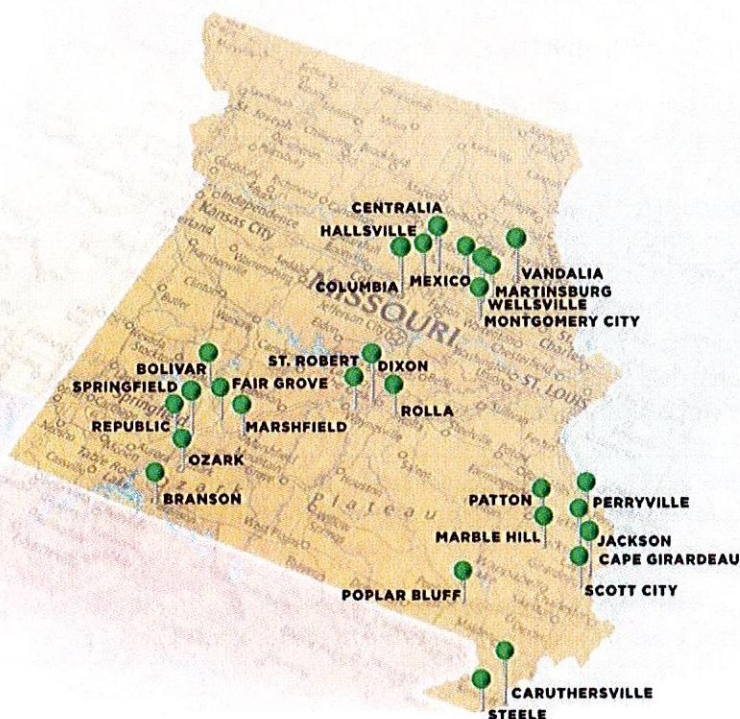


EXHIBIT A

BANKING SPECIFICATIONS

- A. Complete the attached PROPOSED COST SCHEDULE (Exhibit 1).

Agreed.

- B. Detail costs, procedures and deadlines associated with ACH payroll processing. Give computed ACH cost for one bi-weekly payroll with approximately 250 potential participants. Detail deadlines for Friday morning account crediting.

The Bank of Missouri offers Initiated ACH Debit and Credit transactions (ACH Origination). ACH transactions initiated by the County (except for Same Day ACH) must provide for a one business day lead prior to the effective due date. Transactions received after the cut-off time of 4:00 pm CST will be processed the following business day.

Same Day ACH is available for debit or credit entries less than \$100,000. The cutoff time for Same Day ACH is 2:00 pm CST.

The County may initiate reversing entries or files of entries within five (5) banking days of the original file(s) and within twenty-four (24) hours of discovery of the error. Dual Control (separation of duties) is available for ACH Origination Debit and Credit Transactions. Email notification of ACH returns is available within online banking platform. Treasury Solutions Client Support is available Monday through Friday during normal business hours.

ACH Cost for bi-weekly payroll would be \$25.00 per month and \$0.10 per participant.

The Bank of Missouri will provide ACH Payroll Processing to Christian County at no cost.

- C. Please state proposal for interest calculation as outlined in SECTION 2 of Conditions. Interest rate paid on the accounts that are used to purchase United States Government (or agency of the United States Government) security repurchase agreements shall be stated as a specified number of basis points above or below the most recent overnight Federal Funds Rate as published in Section C, Markets Diary in the Wall Street Journal. Please consider including a Guaranteed Floor Rate of Interest in your bid. **This will be given consideration in determining our depository institution.**

The Public Funds Interest Checking is recommended for the following 16 accounts: 9 for Treasurer, 4 for Collector, 2 for County Clerk and 1 for Recorder of Deeds. The Bank of Missouri will provide a fixed rate of interest at 0.24%.

The Public Funds High Performance Savings Account is recommended for the two savings accounts for the County Collector. The Bank of Missouri will provide a fixed rate of interest at 0.24%.



D. Please Submit the proposal for compliance with collateralization requirements specified.

The Bank of Missouri will secure (collateralize) your deposits at all times by maintaining the market value of securities (Agencies, Municipals) in the amount equal to at least 100% of the amount on deposit with the Bank, less the amount, if any, which is an insured deposit pursuant to the most current Federal Deposit Insurance Act. The safe keeping agent is Midwest Independent Bank (MIB).

The Bank can provide a monthly summary of deposits and matching securities for your records.

E. **ON-LINE ELECTRONIC BANKING SERVICES**

- a. The depository's ability to provide interactive access through the internet that allows account balance inquiry, account transfers, ACH processing, stop payments, wire transfers, and direct deposit of payroll checks to various banking institutions. Include setup charges, on-line charges, and monthly charges, per transaction costs that are in addition to, or in lieu of traditional costs quoted in Part 1 of this proposal.

The Bank of Missouri Treasury Solutions online banking platform offers a single, secure and efficient way to provide the County with the access needed to manage day to day banking activities including the following:

- Allows multiple users to access one Online Banking service
- Ability to manage access rights of each user; includes dual control for separation of duties
- Virtual or physical security tokens
- Unlimited ACH Credit and Debit Origination for payroll direct deposit, tax payments, and other payments
- Initiate outgoing wire transfers (includes repetitive)
- Ability to issue stop payment
- Transfer money between accounts
- Electronic statements provide early access/reconciliation and stores up to 18 months of bank statements with check images with the ability to export bank statements
- Bill Pay (check or electronic) capabilities
- IP Restriction (controlled login access)
- Custom Reporting Available including, but not limited to, Prior Day Balance Report, Daily Balance reporting summary and detail, Intraday balancing report (memo-posted transactions), detailed debit and credit activity
- Notification of changes regarding ACH (NOCs)
- Notification on returned items
- Access to Remote Deposit Capture
- Access to Check Positive Pay and ACH Positive Pay

The Bank of Missouri will provide the Online Banking Platform Services above at no cost.



- b. Detail whether memo post information is available and whether entered data is accepted immediately or batch processed by the depository at a later time. Detail how much history is available (i.e., current month, prior, month, six months, year, etc.) and whether or not query processing is available for specified date ranges.

Please refer to the Funds Availability Policy Disclosure included. Transactions are conducted in a 'real time' environment allowing the County to view all memo posted items electronically. Electronic Statements are available through online banking for up to 18 months. Query processing is available for specific date ranges.

- c. The depository's ability to download files on demand from the depository computer to County's network containing check clearing information. Include record format of downloaded files and any costs over and above monthly account access charges.

Electronic Statements are available through online banking and stored up to 18 month of bank statements with check images with the ability to export bank statements.

Custom Reporting Available including, but not limited to, Prior Day Balance Report, Daily Balance reporting summary and detail, Intraday balancing report (memo-posted transactions), detailed debit and credit activity.

- d. Detail whether downloaded files will contain current information, prior day transactions or weekly/monthly batch information. If downloading files directly is not available, detail proposed alternatives (i.e., magnetic tape or diskette transfer) and charges associated with the alternative. Approximately 50,000 items will be downloaded during the course of the Agreement.

Electronic Statements are available through online banking and stored up to 18 month of bank statements with check images with the ability to export bank statements.

Custom Reporting Available including, but not limited to, Prior Day Balance Report, Daily Balance reporting summary and detail, Intraday balancing report (memo-posted transactions), detailed debit and credit activity.

- e. The depository's ability to upload ASCII files containing information necessary for ACH debit process, include record format required for file acceptance and all costs associated with file transfer for ACH processing. Detail any costs that is in addition to or in lieu of cost quoted in Part A, of this proposal for ACH debit transactions.

Agreed. The Bank recommends the County supply a test file to confirm format compatibility.



- f. Provide a minimum of two references of current users of your electronic banking services proposed.

County of Taney

Melanie Smith, Treasurer
(417)732.3135
melanie.Smith@taneycountymo.gov

City of Republic

Bryan Hawk, Utility Billing Supervisor
(417)546.7207
bhawk@republicmo.com

Southwest Electric Cooperative

Leslie Cantrell, Finance & Account Manager
(800)262.0326
lcantrell@swec.coop

1. FINANCIAL STABILITY- Provide financial data required.

Please see The Bank of Missouri Statement of Condition attached.

2. Provide a copy of the most recent IDC Financial Ratings for this financial institution.

The Bank of Missouri has been awarded a 5-Star ("Superior") Rating from Bauer Financial, Inc., an independent bank rating company. Bauer's 5-Star Rating, their highest performance ranking, represents an independent, unbiased analysis of a financial institution's safety and soundness position. Bauer has been analyzing and reporting the financial condition of the nation's banking industry since 1983.

The Bauer rating is based on a complex analysis of financial criteria including capitalization, asset quality, profitability, liquidity and risk. The 5-Star Rating indicates that The Bank of Missouri is both financially sound and has the resources to deal with a variety of adverse economic conditions. No institution pays Bauer Financial to rate it, nor can any choose to be excluded.

3. FUNDS AVAILABILITY SCHEDULE-include a copy of your Funds Availability Schedule

Please see The Bank of Missouri Funds Availability Disclosure attached.

4. BANK STATEMENT- include a sample copy of your bank statement.

Please see The Bank of Missouri sample statement attached.



5. Include a CD-ROM (or other approved format) with Sample images of cleared checks and deposit items.

CD-ROM is available upon request with statements and check images.

6. Provide a detailed list of any exceptions to TERMS AND CONDITIONS.

Please see The Bank of Missouri Terms and Conditions attached.

7. Provide a listing of business teller service locations and hours.

West South Branch 1301 W South St Ozark, MO 65721 Lobby: 9:00-4:30 Drive-Up: 8:00-5:00 (Fri-5:30) Saturday: 8:00-Noon (Drive Up Only)	East Elm Branch 520 E Elm St Republic, MO 65738 Lobby: 9:00-4:30 Drive-Up: 8:00-5:00 (Fri-5:30) Saturday: 8:00-Noon (Drive Up Only)
East Sunshine Branch 2360 E Sunshine St Springfield, MO 65804 Lobby: 9:00-4:30 Drive-Up: 8:00-5:00 (Fri-5:30) Saturday: Closed	South Campbell Branch 3807 S Campbell Ave Springfield, MO 65807 Lobby: 9:00-4:30 Drive-Up: 8:00-5:00 (Fri-5:30) Saturday: 8:00-Noon (Drive Up Only)

8. Please state whether this financial institution would provide other County Officeholders and departments including, but not limited to the County Sheriff, Recorder, Circuit Clerk, Juvenile, Drug Court, Law Library, Collector and Circuit Court, with checking accounts and banking services based upon the PROPOSED COST SCHEDULE of Exhibit "1" of this Agreement. If not, please describe the costs for maintaining such accounts.

Agreed.



9. Securities Deposit: RSMO. 110.20; The value of the securities deposited and maintained by a legal depository under Section 110.010 shall at all times be not less than one hundred percent of the actual amount of the funds on deposit with the depository, less the amount, if any, insured by the Federal Deposit Insurance Corporation.

The Bank of Missouri will secure (collateralize) your deposits at all times by maintaining the market value of securities (Agencies, Municipals) in the amount equal to at least 100% of the amount on deposit with the Bank, less the amount, if any, which is an insured deposit pursuant to the most current Federal Deposit Insurance Act. The safe keeping agent is Midwest Independent Bank (MIB).

The Bank can provide a monthly summary of deposits and matching securities for your records.

EXHIBIT 1

PROPOSED COST SCHEDULE

ITEM	PROPOSED COST	VOLUME
Deposit Items	Waived	33,000
Checks Paid	Waived	6500
Returned Checks	Waived	55
Account Transfers	Waived	50
Stop Payments	Waived	40
ACH Transactions	Waived	1500
Incoming	Waived	
Outgoing Direct Deposit	Waived	90 Files
Wire Transfers	Waived	
Incoming	Waived	25
Outgoing	Waived	250
Account Maintenance	Waived	Per month
Monthly Bank Statements w/account analysis	Waived	Per month 13 monthly 2quarterly
Security Safekeeping		
Safe Deposit Box-List size and location with pricing	Waived Ozark Location Only	One 3x10, One 5X10, One 10x10
Credit Card Fees	Credit Card Services available. Pricing proposal available upon request.	Collector 2.5% Treasurer 2.89% & 0.18 cents 4.13% & 0.18 cents Monthly Fixed @29.75
Debit Card Fees	Credit Card Services available. Pricing proposal available upon request.	Same As Above

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WE'RE ONLINE, AROUND THE CORNER,
AND AT HAND TO SERVE YOU BETTER.



Other costs: itemized on separate sheet of paper	Standard banking fee schedules attached	
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OTHER FEES

ITEM	PROPOSED COST
Deposited Checks Returned	Waived
Recleared Deposited Items	Waived
ACH Return Items	Waived
ACH File Reversals	Waived
ACH Item Reversal	Waived
Image Copies of Checks	Waived
Research and Reconciling	Waived
Special Statement	Waived
Statements on CD	Waived
Monthly Internet Banking Fee	Waived

BANKING DEPOSITORY SPECIFICATIONS

Agreement must include effective date of 1st day of July 2021, by and between the COUNTY OF CHRISTIAN, STATE OF MISSOURI, a political subdivision consisting of a county of the first classification, without a charter form of government (hereinafter referred to as the "County"), and the Bank and each hereby state;

In compliance with the provisions of Chapter 110, RSMo., the County, on the 28th day of June 2021, will select and designate the Bank as the official depository to receive the funds of the County from the 1st day of July 2021 through the 30th day of June 2023, and the Bank has accepted said designation and agreed to act as said depository. The County and the Bank agree that the contract would have an option to be extended for the period of the 30th day of June 2023 through the 30th day of June 2025, unless one or both of the parties provides written notification not later than the 30th day of May 2023, that the contract will not be extended. The Bank shall notify the Christian County Commission and any other office or department utilizing the County's Tax ID in writing and the County will provide written notification to the Bank through the officer assigned pursuant to 4.4 of the proposed agreement.

SECTION 1-ACCOUNTS

- 1.1 Provide full service checking account with two copies of the monthly bank statement and account analysis reflecting monthly beginning balance, plus deposits, less check honored each month. One copy shall be provided to the County Treasurer and one copy to the County Clerk as required in Chapter 110, RSMo., and for the County Collector's accounts,

one copy shall be provided to the County Collector and one to the County Auditor and for the Recorder of Deeds one copy shall be provided.

Agreed.

- 1.2** This depository will serve as a clearinghouse for accounts through which all deposits will be made all check drawn.

Agreed.

- 1.2.1** One (1) CERF account for the Treasurer shall be an investment account where deposits are made but no checks are drawn. ACH debits and credits are drawn on this account. Outgoing wire transfers are also processed through this account.

Agreed.

- 1.2.2** Ten (10) regular checking accounts two (2) for Treasurer (one of which will require outgoing wire transfers for payroll), two (2) for County Clerk, one (1) for Recorder of Deeds, four (4) for Collector, one (1) for Assessor, shall be maintained upon which deposits will be maintained and checks will be drawn as needed.

Agreed.

- 1.2.3** A checking account shall be maintained for the School Account.

Agreed.

- 1.2.4** Two (2) regular interest-bearing savings accounts shall be maintained for the Collector to deposit tax protest payments and surtaxes: said accounts to earn interest at the rate designated in paragraph 2.2 of this Agreement.

The Public Funds High Performance Savings Account is recommended for the two savings accounts for the County Collector. The Bank of Missouri will provide a fixed rate of interest at 0.24%.

- 1.2.5** The costs for all current and future accounts shall be based on the Depository Proposal for Christian County Public Funds in the attached Exhibit "1". The County Treasurer shall have the right to add or remove or change the designation of any account throughout the course of this agreement and the Bank will charge fees monthly according to the Proposed Cost Schedule for Christian County Public Funds for the configuration of the accounts determined by the County Treasurer.

Agreed.

- 1.3** The Bank will serve as both sending and receiving bank on ACH system. Christian County will pay charges as detailed in the Proposed Cost Schedule for Christian County Public Funds of Exhibit "1" of this agreement.

Agreed.

- 1.4** State and Federal payroll and CERF payments are posted over the internet and shall be billed according to the Proposed Cost Schedule for Christian County Public Funds attached to this Agreement.

Agreed.

SECTION 2-INVESTMENT

- 2.1** The Bank will maintain all accounts, except any accounts designated by the Treasurer as a non-interest-bearing account pursuant to law, as interest bearing checking accounts. The interest rate designated in 2.2 of this agreement will be paid on closing ledger balances in the accounts and no reserve requirement will be assessed. These accounts will be fully collateralized as required by Missouri law in Sections 110.020, 110.010, and 30.270, RSMo. An account analysis can be provided for each account.

Agreed.

- 2.2** The interest rate paid on closing ledger balances will be as follows:

The Bank will pay interest on all Christian County checking accounts current and future (currently 16 accounts: 9 for Treasurer, 4 for Collector, 2 for County Clerk, and 1 for the Recorder of Deeds) and all Christian County savings accounts current and future (currently 2 for the County Collector) covered by the Depository Agreement. As requested, rates are quoted in relation to the most recent Overnight Federal Funds Rate, as published in the Wall Street Journal, adjusted weekly.

Agreed.



- 2.2.1** Monthly bank statements shall reflect daily interest earned on these investment purchases.

Agreed.

- 2.2.2** The County will separately bid out all or part of its excess funds outside the depository agreement that arises from this Request for Proposal. From time to time, County may desire to purchase government securities through the depository.

Agreed.

SECTION 3-COLLATERALIZATION

The Christian County Treasurer will invest funds outside the Depository Agreement.

- 3.1** Bank Depository shall collateralize and secure all deposits and investments as required by Missouri law in Chapters 110 and 30, RSMo., including Sections 110.020,

110.010, and 30.270 RSMo. The maximum amount at any one time that has to be collateralized under all of the accounts will be \$80,000,000.00 (80 million dollars).

The Bank of Missouri will secure (collateralize) your deposits at all times by maintaining the market value of securities (Agencies, Municipals) in the amount equal to at least 100% of the amount on deposit with the Bank, less the amount, if any, which is an insured deposit pursuant to the most current Federal Deposit Insurance Act. The safe keeping agent is Midwest Independent Bank (MIB).

The Bank can provide a monthly summary of deposits and matching securities for your records.

- 3.2** All security so pledged and not able to be held by a Federal Reserve Bank shall be held by a third-party institution. The Proposal shall state who will be designated to be the third-party institution.

The Bank of Missouri will secure (collateralize) your deposits at all times by maintaining the market value of securities (Agencies, Municipals) in the amount equal to at least 100% of the amount on deposit with the Bank, less the amount, if any, which is an insured deposit pursuant to the most current Federal Deposit Insurance Act. The safe keeping agent is Midwest Independent Bank (MIB).

The Bank can provide a monthly summary of deposits and matching securities for your records.

- 3.3** The County and the Office Holders require that the market value of the pledged security/collateral be 100% of the amount of funds on deposit at all times, less the amount that is insured by the Federal Deposit Insurance Corporation, (FDIC).

The Bank of Missouri will secure (collateralize) your deposits at all times by maintaining the market value of securities (Agencies, Municipals) in the amount equal to at least 100% of the amount on deposit with the Bank, less the amount, if any, which is an insured deposit pursuant to the most current Federal Deposit Insurance Act. The safe keeping agent is Midwest Independent Bank (MIB).

The Bank can provide a monthly summary of deposits and matching securities for your records.

- 3.4** Safekeeping receipts for pledged collateral and securities shall be delivered to the Christian County Treasurer and said collateral and securities shall be released by the third-party institution only when authorized by County through a statement signed by the County Treasurer. County shall designate a backup for signing releases if the County Treasurer is not available (Currently the Deputy Treasurer).

Agreed.

- 3.4.1** Authorization for release of pledged collateral shall be in writing (fax acceptable) with phone confirmation. Verification of replacement securities will be required prior to release.

Agreed.

- 3.5** The depository agrees to have the third-party holder provide the County Treasurer with a quarterly listing of security pledged as authorized by section 30.270 RSMo., on or before the tenth day of each quarter. County currently receives these listing via internet access.

Agreed.

- 3.5.1** The quarterly listing shall detail the holdings as of the last working day of the immediately preceding quarter.

Agreed.

- 3.5.2** The quarterly listing shall include the purchase date, the coupon interest rate, the maturity date, the par value of each security, the total par value of all securities, the market value of each security and the total securities.

Agreed.

- 3.6** The County Treasurer reserves the right to reject or request replacement of any security pledged.

Agreed.

- 3.7** Safekeeping receipts for pledged collateral and securities shall be delivered showing description, cusip number, maturity, pledged par value, and market value.

Agreed.

- 3.8** A listing of acceptable securities under Missouri law is found in section 30.270 RSMo.

Agreed.



SECTION 4-ACCOUNT SERVICES

- 4.1** The depository shall provide regular business teller service and availability of branch facilities for deposits. The depository shall provide a method for after hour's deposit.

All four (4) branches within the Springfield market will provide night depository services.

- 4.2** Deposits can be made and shall be considered same day business until 5:00 pm central standard time. It is anticipated that there be one deposit per day per account except during peak tax season (last two weeks of December when more than two deposits per day to the Investment Account may occur).

Agreed.

- 4.3** Pre-encoded, pre-printed deposits slips and checks for each account listed in Section 1 hereof, shall be provided to the County at no cost.

Intro pack provided by the bank. Additional checks and deposit slips will be provided at bank cost.

- 4.4** Designation of one bank officer for communication and investment purposes.

David Cook, Community Bank President

- 4.5** The Bank shall provide any necessary MICR encoding requirements to County's check printing system.

Please see The Bank of Missouri MICR Requirements attached.

- 4.6** A CD Rom (or other media accepted by the County) shall be provided monthly with images of all checks cleared and deposit items. Software necessary to view and print any item shall be included with the CD. A sample CD shall be provided with the proposal.

CD-ROM is available upon request with statements and images.

- 4.7** The County shall be able to transfer funds between accounts at no charge.

Agreed.

4.8 Funds availability schedules shall be provided with the proposal.

Please see The Bank of Missouri Funds Availability attached

4.8.1 At a minimum, the County is to be given credit as collected funds for all items cleared through the Bank on same day as deposit.

Agreed.

4.8.2 Items deposited that clear at institutions within the same Federal Reserve region shall be considered collected within one business day at a maximum.

Agreed.

4.8.3 Incoming wire transfers shall be credited as collected on the day received if received by or before 3:00 pm central standard time.

Agreed.

4.9 The County Treasurer shall be the contact and working person by and between the bank depository and the Treasurer's accounts. The County Collector shall be the contact and working person by and between the bank depository and the Collector's accounts. Any other office or department that request services will have their own accounts and shall designate in writing their own contact person.

Agreed.

4.10 Service charges on all current and future accounts shall be totaled and billed monthly to the County Treasurer, Collector, Recorder of Deeds, Clerk, and any other offices or departments that may request services for their respective accounts.

Agreed.

4.11 Any future accounts established by the County shall be computed under the terms of this contract as long as no new requirements are established by the County.

Agreed.

- 4.11.1** Any new account that involves funds under the control of the County Treasurer that uses the County's tax identification number, shall be set up through the County Commission and the County Treasurer.

Agreed.

- 4.11.2** Any new accounts involving funds under the control of the County Treasurer shall require the signatures of the County Treasurer and/or her designee.

Agreed.

- 4.11.3** Any new account that involves funds under the control of the County Clerk that uses the County's tax identification number, shall be set up through the County Commission and notification to the County Treasurer.

Agreed.

- 4.11.4** Any new accounts involving funds under the control of the County Clerk shall require the signatures of the County Clerk and/or her designee.

Agreed.

- 4.11.5** The County Treasurer's accounts for the County will be required to have two signatures with the County Treasurer or their facsimile stamp as one and the Presiding Commissioner or their facsimile stamp as the second signature. The Treasurer's School account is required to have two signatures one being the County Treasurer and her designee. The CERF account is done online through ACH transfers and can be performed by the Treasurer or her designee. Please see Exhibit "2" in its entirety.

Agreed.

- 4.11.6** Any new account that involves funds under the control of the County Collector that uses the County's tax identification number shall be set up through the County Collector in cooperation with the County Commission and notification to the County Treasurer.

Agreed.

- 4.11.7** Any new account that involves funds under the control of the County Collector shall require the signatures of the County Collector and his designee.

Agreed.



- 4.11.8** Any new account that involves funds under the control of the County Recorder that uses the County's tax identification number shall be set up through the County Recorder in cooperation with the County Commission and notification of the County Treasurer.

Agreed.

- 4.11.9** Any new account that involves funds under the control of the Recorder of Deeds shall require the signatures of the Recorder of Deeds and her designee.

Agreed.

- 4.11.10** Any department that sets up a new account that uses the County's Tax identification number shall be set up through the County Commission and the department and notification to the County Treasurer.

Agreed.



SECTION 5-ONLINE BANKING SERVICES

Under the proposal submitted by the bank and incorporated herein as Exhibit "1", all online banking services shall be provided under the following terms and conditions. The costs shall be calculated pursuant to Section V of the Proposal Response Form and the Proposed Cost Schedule and billed monthly.

- 5.1** The County currently has electronic banking services via the internet to the depository bank for use in processing wire transfers, stop payments, ACH processing, remote deposits capture, account transfers and account balance history. Routine account transfers can be set up one time and generated upon request without reentering data.

Agreed.

- 5.2** The County has the ability to download checks cleared data on demand for use in account balancing. This is currently done daily for the investment account and can be done for selected periods on any account.

Agreed.

- 5.3** The proposal form contains request for a proposal for electronic banking services which addresses the following:

Agreed.

- 5.3.1** The depository's ability to provide interactive services through the internet that allows account balance inquiry, account transfers, ACH processing, stop payments, remote deposits capture and wire transfers. Please include set up charges, on-line charges, monthly charges, per transaction costs that are in addition to or in lieu of traditional costs quoted in this proposal.

Agreed.

- 5.3.2** Detail whether memo post information is available and whether entered data is accepted immediately or batch processed by the depository at a later time. Detail how much history is available, detail proposed alternatives (i.e. magnetic tape or diskette transfer) and charges associated with alternative. Approximately 50,000 items will be downloaded per year.

Please refer to the Funds Availability Policy Disclosure included. Transactions are conducted in a 'real time' environment allowing the County to view all memo posted items electronically. Electronic Statements are available through online banking for up to 18 months. Query processing is available for specific date ranges.



- 5.3.3** Provide a minimum of two references of current users of your electronic bank services proposed.

County of Taney

Melanie Smith, Treasurer
(417)732.3135
melanie.Smith@taneycountymo.gov

City of Republic

Bryan Hawk, Utility Billing Supervisor
(417)546.7207
bhawk@republicmo.com

Southwest Electric Cooperative

Leslie Cantrell, Finance & Account Manager
(800)262.0326
lcantrell@swec.coop

SECTION-6 OTHER SERVICES

- 6.1** Bid three (3) safety deposit boxes, one (1) with dimensions 3x10, one (1) with dimensions 5x10, and one (1) 10x10. Safety deposit boxes costs shall be charged as detailed in the Depository Proposal for Christian County Public Funds of Exhibit "1".

Provided at no cost at The Bank of Missouri's Ozark branch.

- 6.2** Incoming and outgoing wire transfers initiated over the internet shall be billed at the rate in the Proposed Cost Schedule attached hereto.

The Bank of Missouri will process the County's incoming and outgoing wire transfers for domestic wire transfers and offers wire transmission for domestic wires.

Authorized Representative of the County will assign authorized users a Cash Manager ID, Security Token, Password and Wire PIN which is used to transmit and authenticate wire transfer requests initiated via the County's online banking platform. Dual Control (separation of duties) is available for Wire Transmission. Domestic Wire transfers received after the bank's cut-off time (2:00 pm CST) will be processed the following business day.

The Bank of Missouri will provide incoming and outgoing wires at no cost to the county.



6.3 Bid bank services for Positive Pay.

The Bank of Missouri offers Check Positive Pay and ACH Positive Pay (filters and blocks). Check Positive Pay allows for a daily file upload of issued check items. Checks presented for payment will be verified against the items included in the uploaded file. Checks that do not match will be flagged as an exception and will require approval to be paid through the County's online banking platform.

For ACH debit entries, all entries will be flagged as exception items unless the County has named the company that originated the entry on their approved filter list. Entries that are not on the approved list will be reported electronically to the County through the County's online banking platform.

Cut-off time for Positive Pay exception items is 12:00 pm noon CST.

The County must instruct the bank to pay or return all exception items. No specific accounting software is required to utilize positive pay. The Issued Check file may be uploaded to the Bank's online banking system using CSV format or a Fixed Position File. The file may also be entered manually in the Positive Pay module. The Bank recommends the County supply a test file to confirm format compatibility, along with a list of all outstanding checks. The Issued Check file must be uploaded or manually entered no later than 5:00 pm CST, one business day prior to disbursing checks. Issued check files received after that time will be processed next business day. Checks presented for immediate payment not matching the Issued Check file will be deemed an exception. The Bank will attempt to contact an Authorized Representative at the District via telephone for instructions. In the event the bank is not able to reach an Authorized Representative, the Bank will not pay the Exception item.

The Bank of Missouri will provide Positive Pay to Christian County at no cost.

SECTION 7-COUNTY COMMISSION AND COUNTY AUDITOR VERIFICATION OF ACCOUNTS

- 7.1 The County Commission and the County Auditor shall have access to the Christian County Treasurer's Accounts for the purpose of verifying account balances. That verification shall be through and by the authority of the County Treasurer in the form of going online to the depository Bank in the County Treasurer's office.

Agreed.

- 7.2 The County Commission and the County Auditor shall have access to the Christian County Clerk's and Collector's accounts for the purpose of verifying account balances. The Bank will be given permission from the County Clerk or County Collector to release a full account record being copied and/or given to the County Commission or the County Auditor upon request.

Agreed.

SECTION 8-WIRE TRANSFERS AUTHORIZATION POLICY STATEMENT

- 8.1** All wire transfers are to be handled by the Policy Statement-Wire transfers Authorization referenced in its entirety as Exhibit "2".

Agreed.

SECTION 9-MINIMUM REQUIREMENTS

- 9.1** Bank must remain a banking corporation incorporated under the laws of the State of Missouri or the United States of America.

Agreed.

- 9.2** Bank must maintain a home office or full service branch within the boundaries of Christian County, Missouri.

Agreed.

In addition to all other charges previously detailed, County shall pay charges as outlined in the Proposed Cost Schedule attached



Exhibit 2
Policy Statement
Wire Transfers Authorization

This statement is provided to further clarify the depository agreements between Christian County Government and the County Banking service provider. The below clarification statements are effective as of the date set forth below, until changed by County Treasurer or the Deputy County Clerk with the County Commission approval.

CERF-Summary of County Contributions-CERF Administrative Retirement System

The retirement program CERF (County Employees Retirement Fund) obtains funding from several different sources. These funds which are deposited in a special County bank account shall then be forwarded to Administrative Retirement System for credit to CERF's account, this process requires a wire transfer from the County bank account to CERF's Administrative Retirement System account. This wire transfer is a predefined single purpose transaction, where the parameters are fixed. The only factor subject to variation is the dollar amount. The sources of funds (Employee Contributions) are the result of payroll deductions and therefore results in a wire transfer each pay cycle. The sources of funds (Assessor late fee's, Collector merchant license fees, Collector delinquent fees, Recorder of Deeds document filing fees, County interest and County Contributions) are received on a calendar monthly cycle and therefore usually result in a wire transfer each calendar month. The authorization to and responsibility for these transactions is assigned to the County Treasurer, who manages the depositing and forwarding of these funds for the County.

EFTPS Payroll Taxes

The preparation of the County's payroll creates a liability of Federal Payroll Taxes that must be deposited in a timely manner by the method required by the Internal Revenue Service. This process, called EFTPS (Electronic Federal Tax Payment System), requires a wire transfer each pay cycle. The wire transfer is a predefined single purpose transaction, where the parameters are fixed. The only factor subject to variation is the dollar amount. This transaction is accomplished by an internet entry in the IRS EFTPS network. The authorization to and responsibility for this transaction is assigned to the Deputy County Clerk, who manages the payroll operations of the County.

ACH Credit Payroll Taxes

The preparation of the County's payroll creates a liability of State Payroll Taxes that must be deposited in a timely manner by the method required by the Missouri Department of Revenue, the Division of Taxation and Collection. This process, called ACH Credit (Automated Clearing House Credit) requires a wire transfer each pay cycle. This wire transfer is a predefined single purpose transaction, where the parameters are fixed. The only factor subject to variation is the dollar amount. This transaction is accomplished by an internet entry in the State ACH network. The authorization to and responsibility for this transaction is assigned to the Deputy County Clerk, who manages the payroll operation of the County.

The undersigned certifies that they have the authority to bind this company in an agreement to supply the commodity or service in accordance with all terms, conditions, and pricing specified herein or to offer a "No Bid." Please type or print the information below. Bidder is REQUIRED to complete, sign and return this form with their submittal of Bid as well as all pages initialed. *An authorized signature is mandatory; lack thereof will result in a determination of "Non-Responsive". Also required is a direct email address in order to receive award results. We do not use USPS for direct results notification, only email.

The Bank of Missouri

Company Name

2360 E. Sunshine St

Address

Springfield, MO 65804

City/County/State/Zip

417.881.4600
417.890.9446

Telephone #

Fax #

dcook@bankofmissouri.com

E-mail

David P. Cook

Authorized Person (Print)

Signature

Community Bank President

Title

June 21st, 2021
43-0170190

Date

Tax ID #

Corporation

Entity Type (Corporation, LLC, Sole Proprietor, Partnership)

Bids received after 8:45 on the 21st day of June 2021, will be considered untimely
and will not be opened.

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EXHIBIT B
AUTHORITY TO BIND AGREEMENT

The Christian County Commission will be accepting sealed bids from Christian County Banking Institutions which desire to be selected as the depository of Christian County Funds for the next four years, with an option to re-bid in each odd-numbered year. All banking institutions should comply with the provisions of Chapter 110 of the Revised Statutes of the State of Missouri.

BID Deadline and Location: Pursuant to 110.140 Any banking corporation or association in the county desiring to bid shall deliver a sealed bid marked SEALED BID DO NOT OPEN RE: BANK BID to County Commission 100 West Church, Room 100, Ozark, MO. 65721, no later than 8:45 a.m. the 21st day of June.

Opening Date/ Time/Location: The Christian County Commission, in compliance with RsMO 110.150.1, will publicly open the bids on the 21st day of June 2021 at 9:00 a.m. in the Commission Chamber on the first floor of the historic courthouse located at 100 West Church, Room 100 Ozark, MO., and cause each bid to be entered upon the records of the Commission pursuant to 110.150.1, but the Commission may reject any and all bids.

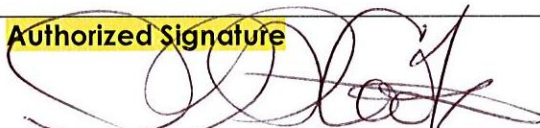
Award Date/Location: After review of the bid, the Christian County Commission shall award bid by the last Monday of June.

Questions or Additional Information Requested: Please e-mail all questions regarding the Bank Bid to the County Commission Office at: countycommission@christiancountymmo.gov. All questions must be submitted prior to the bid opening and no later than Monday, June 21st, 2021. All questions will be answered in writing or emailed to all known potential bidders in Christian County.

(37) Declaration:

The vendor hereby declares understanding, agreement, and certification of compliance to provide the items and/or services, at the prices quoted, in accordance with all terms and conditions, requirements, and specifications of this original invitation to bid. The vendor further agrees that upon receipt of an authorized purchase order from the Christian County Commission or when a Notice of Award is signed and issued by the Commission, a binding contract shall exist between the vendor and Christian County. **Signature required below confirming understanding of this statement.**

Doing Business as (DBA) Name The Bank of Missouri	Legal Name of Entity/Individual Filed with IRS for this Tax ID No. The Bank of Missouri 43-0170190
Mailing Address 1301 W. South Street	IRS Form 1099 Mailing Address 906 N. Kingshighway
City, State, Zip Code Ozark, MO 65721	City, State, Zip Code Perryville, MO 63775

Contact Person David Cook	Email Address: dcook@bankofmissouri.com
Phone Number 417.582.4600	Fax Number: 417.890.9446
Authorized Signature 	Date 6-21-21



List three (3) business references:**1st**

Company Name:

Taney County

Representative Name:

Melanie Smith

Address

132 David Street

City

Forsyth

State

MO

Zip

65653

Business Phone

417.546.7207

Business Fax

Cellular Phone

email address if available **Melanie.Smith@taneycountymo.g****2nd**

Company Name:

City of Republic

Representative Name:

Bryan Hawk

Address

213 North Main Avenue

City

Republic

State

MO

Zip

65738

Business Phone

417.732.3135

Business Fax

Cellular Phone

email address if available **bhawk@republicmo.com****3rd**

Company Name:

Southwest Electric Corporative

Representative Name:

Leslie Cantrell

Address

1023 S Springfield Ave

City

Bolivar

State

MO

Zip

65613

Business Phone

800.262.0326

Business Fax

Cellular Phone

email address if available **lcantrell@swec.coop**

FINAL MANDATORY COMPLIANCE CHECKLIST:

Please use the below table to ensure your bid is fully compliant before you seal it for submission. If you have any questions regarding any of these items, please call:

Madi Hires, Executive Administrative

Assistant (417) 582-4300

countycommission@christiancountymo.gov

FINAL COMPLIANCE CHECKLIST	(☐)
I am submitting my bid prior to the specified deadline. (Page 2, Section 2)	X
I understand that no faxed or electronically transmitted bids will be accepted. (Page 2, Section 1)	X
I have filled out, signed, and dated the declaration page, and I understand that failure to do so will result in rejection of my bid. (Page 11, Section 37)	X
I am including one (1) unbound original and four (4) copies of my bid. I understand that I must include The Price Sheet found in Exhibit A, Page 3 - Exhibit 1, and all pages thereafter.	X
I am enclosing my bid in a sealed envelope, and I am marking the envelope "SEALED BID – DO NOT OPEN". (Page 2, Section 1)	X
I have filled out, signed, and dated the Authorized to Bind Agreement, and understand that failure to do so will result in rejection of my bid. (Exhibit B, Page 2).	X
I am indicating on the envelope the good/service that I am bidding on.	X



The Bank of Missouri Statement of Condition for 6/30/2020

Condensed Statement of Condition

June 30, 2020

(In Thousands)

Assets

Loans: \$1,455,685
 Less: reserve for losses 18,236
 Net Loans 1,437,449
 Federal Funds sold 0
 Investment securities 388,111
 Total earnings assets 1,825,560
 Cash and due from banks 45,971
 Premises and equipment 36,440
 Other assets 136,768
Total assets \$2,044,739

Liabilities

Transaction accounts \$398,648
 Money Market & Savings 1,028,683
 Time deposits 266,834
 Total deposits 1,694,165
 Federal Funds purchased 0
 Other liabilities 107,991
Total liabilities 1,802,156

Stockholders' Equity

Common stock 600
 Surplus 83,166
 Undivided profits 154,012
 Securities Market Valuation 4,342
 Non-controlling interest 463
 in consolidated subsidiaries
 Total stockholders' equity 242,583
Total liabilities and equity \$2,044,739

Total stockholders' equity and reserves \$260,819,000

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Standard Banking Fee Schedule

FEES AND CHARGES. The following fees and charges may be assessed against your account:
Effective June 22, 2020, and subject to change.

CONSUMER FEES

ATM/Debit Card Fees

Customer Withdrawals at other ATM's.....	\$2.25
Card Replacement (Overnight Domestic Postal Delivery)	Shipping Fee

Collection Fees

Check collection fees	\$25.00 per item
Foreign Check Collection Fees.....	\$5.00 per item plus MIB Fee

Deposit Services Fees

Dormant Account Fee	\$5.00 per month (applicable to all Checking Accounts)
Early Account Closing Fee (all accounts except Kasasa®)	\$25.00 within 6 months of account opening date
Early Account Closing Fee (Kasasa Cash®, Kasasa Cash Back®, Kasasa Tunes®)	\$0.00

Miscellaneous

Account Reconciliation Fee	\$30.00 per hour/\$15.00 minimum
Account Rewrites (CDs)	\$5.00 per CD
Account Verification/Reference	\$5.00
Automatic NSF Sweep Fee	\$5.00
CD ROM	\$10.00/Monthly; \$15.00/Quarterly or Semi-Annually; \$25.00/Annually
Cashier's Check	\$10.00 (Investors Club or Veterans Checking - No Charge)
Over \$3,000 in cash.....	\$25.00
Equipment Rejected Check	\$2.00
Escrow Service Fee	\$325.00 Setup Fee/\$10.00 per disbursement
Facsimile (Incoming/Outgoing - per page)	\$2.00
Foreign Currency Fee (Next Day Delivery)	\$15.00 shipped by Noon / \$12.00 shipped by 5:00 pm
Garnishments & Levies.....	\$100.00
GoID Token.....	\$15.00
HSA Closing Fee (Waived if Internal Transfer)	\$23.00
HSA Service Fee (Account opened less than 12 months..)	\$33.00
ID Protect	\$2.00 per month
Insufficient Funds (NSF) Fee - (Imposed each time an item is returned).....	\$30.89 per item
Negative Balance Closing Fee	\$25.00/Negative Balance of \$100 or more
IRA Service Termination	\$35.00 (per plan)
Money Order (customer)	\$3.00
Night Depository Bag (without lock)	\$5.00
Night Depository Bag (with lock)	\$21.00
Night Depository Set Up Fee	\$10.00
Notary (per signature acknowledgment)	\$2.00
Notary (Club account members)	FREE
Overdraft (OD) Item Fee.....	\$30.89
(Imposed for overdrafts created by check, in person withdrawals, ATM Withdrawals, or any other electronic means)	
Photocopies (per copy)	\$0.50
Record Search	\$30 per hour/\$20.00 minimum (\$0.50 per page)
Return Check Fee (Assessed each time a check is re-presented for payment or charged back to an account).....	\$7.00
Return Deposited Item with Special Instructions Set-Up Fee.....	\$15.00
Signature Verification (per account)	\$25.00 per month
Smart Pay Express Payment.....	\$3.25 per payment

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Standard Banking Fee Schedule (continued)

Miscellaneous Fees (continued)

Additional Statement	\$5.00
Temporary Statement	\$5.00
Special Statement	\$10.00
Paper Statement with Images (Select, Select 2 & Student Select Checking ONLY)	\$3.00
Stop Payment	\$34.00 per request
Temporary Checks	\$1.00 per page (4 checks/page)
Telephone Transfer	\$4.50

Wire Transfers:

Incoming (Domestic).....	\$18.50
Outgoing (Domestic).....	\$24.75
Foreign (Incoming & Outgoing).....	\$49.50

Online Banking:

Gift Pay Gift Check.....	\$2.99 per check
Gift Pay Donation Check.....	\$1.99 per check

BUSINESS FEES:

ATM/Debit Card Fees

Customer Withdrawals at other ATMs	\$2.25
Card Replacement (Overnight Domestic Postal Delivery)	Shipping Fee

SAFE DEPOSIT BOX FEES

Annual Rents

5" x 3"	\$24.00*
5" x 5"	\$31.00*
10" x 3"	\$38.00*
10" x 4"	\$45.00*
10" x 5"	\$57.00*
10" x 7"	\$74.00*
10" x 8"	\$74.00*
10" x 10"	\$99.00*

* Annual rents will be discounted \$4.00 if an automatic payment from a checking/savings account is established.

Late Payment Fee (2-month grace period)	\$5.00 per month
Loss of One Key	\$25.00
Loss of Both Keys	Cost of drilling and lock replacement

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Sample Bank Statement



Date 2/10/21 Page 1
 Primary Account Acct Ending 0063
 Enclosures

ACE TEST

 MOVED LEFT NO FORWARDING ADDRESS

CHECKING ACCOUNTS

KASASA CASH		Number of Enclosures	0
Account Number	Acct Ending 0063	Statement Dates	4/22/20 thru 2/10/21
Previous Balance	.00	Days in the statement period	295
1 Deposits/Credits	1.00	Average Ledger	.00
1 Checks/Debits	1.00	Average Collected	.00
Service Charge	.00		
Interest Paid	.00		
Ending Balance	.00		

Deposits and Credits

Date	Description	Amount
2/02	REFUND ATM Foreign Fee	1.00

Electronic Debits (Includes BillPay Checks)

Date	Description	Amount
2/03	REV ATM FEE - TESTING	1.00-

Daily Balance Information

Date	Balance	Date	Balance	Date	Balance
4/22	.00	2/02	1.00	2/03	.00



THE
BANK
OF MISSOURI

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Funds Availability Policy Disclosure - DD8107

Page 1 of 3

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Funds Availability Policy Disclosure (continued)

Other Check Deposits. Funds from all other check deposits will be available on the eleventh Business Day after the day of deposit.

DEPOSITS AT AUTOMATED TELLER MACHINES. If you make a deposit at an automated teller machine (ATM) that is owned and operated by us before 2:00 pm CST on a Business Day that we are open, we will consider the deposit made that day. However, if you make a deposit at an ATM that is owned and operated by us after 2:00 pm CST or on a day that we are not open, we will consider the deposit made on the next Business Day we are open.

ADDITIONAL ATM INFORMATION. All deposits are subject to receipt by the bank upon opening the machine.



Terms and Conditions

ACCOUNT AGREEMENT CHECKING ACCOUNT



ACCOUNT TITLE AND ADDRESS

ACCOUNT OPEN DATE	ACCOUNT NUMBER	OWNERSHIP TYPE	PRODUCT NAME	INITIAL DEPOSIT
- - - - -			-----	

DEFINITIONS. Throughout this Agreement, the terms "you," "your," and "account owner" refer to the Customer named on the account, and the terms "we," "our," and "us" refer to the Bank, The Bank of Missouri.

GENERAL AGREEMENT. You understand that the following Account Agreement ("Agreement") governs your Checking account with us, along with any other documents applicable to your account, including all account opening disclosures that have been provided to you, which are incorporated by reference. You understand that your account is also governed by applicable law. The information found in the account opening disclosures may change from time to time in our sole discretion. If the fees, charges, minimum balance requirements, or other items change in a manner that would adversely affect you, we will provide you with written notice prior to the change. By providing a written or electronic signature on the Account Information document or other agreement to open your account, or by using any of our deposit account services, you and any identified account owners agree to the terms contained in this Account Agreement.

YOUR CHOICE OF ACCOUNT. You have instructed us as to the title and type of the account that you have chosen. You acknowledge that it is your sole responsibility to determine the full legal effect of opening and maintaining the type of account you have chosen. We have not set forth all laws that may impact your chosen account. You must determine whether the account you select is appropriate for your current and future needs. Except as required by law, we assume no legal responsibility to inform you as to the effect of your account choice on your legal interests.

BUSINESS ACCOUNTS. Business accounts are those established by any partnership, corporation, association or other entity operated on a for-profit basis; all corporations and associations operated on a not-for-profit basis; and any individual who intends to use the account for carrying on a trade or business. We reserve the right to require separate written authorization, in a form acceptable to us, telling us who is authorized to act on your behalf. We are authorized to follow the directions of a person designated as having authority to act on the entity's behalf until we receive written notice that the authority has been terminated and have had a reasonable time to act upon that notice.

ADDITIONAL DOCUMENTS TO OPEN ACCOUNT. You agree to supply us with a copy of any chartering document, Operating Agreement, or related documents requested by us.

ESCROW, TRUST, FIDUCIARY AND CUSTODIAL ACCOUNTS. When your account is set up as an escrow account, trust account, fiduciary account or custodial account, it is your sole responsibility to determine the legal effects of opening and maintaining an account of this nature. We have no obligation to act as trustee or to inquire into your powers or responsibilities over this account. We reserve the right to require the documentation necessary under applicable law to establish, maintain, manage, and close this account. There may be additional terms and conditions that apply to this account that are governed by a separate agreement.

TRANSFERS AND ASSIGNMENTS. We may assign or transfer any or all of our interest in this account. You cannot assign or transfer any interest in your account unless we agree in writing.

RESTRICTIVE LEGENDS. We are not required to honor any restrictive legend on checks you write unless we have agreed to the restriction in writing signed by an officer of the Bank. Examples of restrictive legends are "two signatures required", "must be presented within 90 days" or "not valid for more than \$1,000.00."

STALE OR POSTDATED CHECKS. We reserve the right to pay or dishonor a check more than six (6) months old without prior notice to you. You agree not to postdate any check drawn on the account. If you do, and the check is presented for payment before the date of the check, we may pay it or return it unpaid. We are not liable for paying any stale or postdated check. Any damages you incur that we may be liable for are limited to actual damages not to exceed the amount of the check.

PREAUTHORIZED CHECKS OR DRAFTS. You should guard information about your account (such as your routing number and your account number) as carefully as you would guard blank checks. If you voluntarily give such information about your account to a party which is seeking to sell you goods or services, without physically delivering a check to that party, any debit to or withdrawal from your account it initiates will be deemed authorized by you.



Terms and Conditions (continued)

VERIFYING FUNDS AVAILABILITY FOR CHECK. You authorize us to release funds availability information about your account to individuals or merchants who represent to us that they have received a check from you.

CHECK SAFEKEEPING. If you utilize a check safekeeping system or any other system offered by us for the retention of your checks, you understand that the canceled checks will be retained by us and destroyed after a reasonable time period or as required by law. Any request for a copy of any check may be subject to a fee, as indicated in the Schedule of Fees or Disclosures and as allowed by law. If for any reason we cannot provide you with a copy of a check, our liability will be limited to the lesser of the face amount of the check or the actual damages sustained by you.

SUBSTITUTE CHECKS. To make check processing faster, federal law permits financial institutions to replace original checks with "substitute checks." These substitute checks are similar in size to the original items with a slightly reduced image of the front and back of the original item. The front of a substitute check states: "This is a legal copy of your check. You can use it the same way you would use the original check." You may use a substitute check as proof of payment just like the original item. Some or all of the items that you receive back from us may be substitute checks.

WITHDRAWALS. Deposits will be available for withdrawal consistent with the terms of the Disclosures. Withdrawals may be subject to a service charge.

DEPOSITS. Deposits may be made in person, by mail, or in another form and manner as agreed by us in our sole discretion. We are not responsible for transactions mailed until we actually receive and record them. We may in our sole discretion refuse to accept particular instruments as a deposit to your account. Cash deposits are credited to your account according to this Agreement. Other items you deposit are handled by us according to our usual collection practices. If an item you deposit is returned unpaid, we will debit your account for the item. You are liable to us for the amount of any check you deposit to your account that is returned unpaid and all costs and expenses related to the collection of all or part of such amount from you. Funds deposited to your account, excluding any Time Deposit accounts, are available in accordance with the Disclosures.

COLLECTION OF DEPOSITED ITEMS. In receiving items for deposit or collection, we act only as your agent and assume no responsibility beyond the exercise of ordinary care. All items are credited subject to final settlement in cash or credits. We shall have the right to forward items to correspondents including all Federal Reserve Banks, and we shall not be liable for default or neglect of said correspondents for loss in transit, nor shall any correspondent be liable except for its own negligence. You specifically authorize us or our correspondents to utilize Federal Reserve Banks to handle such items in accordance with provisions of Regulation J (12 CFR Part 210), as revised or amended from time to time by the Federal Reserve Board. In the event we are subject to local clearinghouse rules, you specifically authorize us to handle such items in accordance with the rules and regulations of the clearinghouse.

If we permit you to withdraw funds from your account before final settlement has been made for any deposited item, and final settlement is not made, we have the right to charge your account or obtain a refund from you. In addition, we may charge back any deposited item at any time before final settlement for whatever reason. We shall not be liable for any damages resulting from the exercise of these rights. Except as may be attributable to our lack of good faith or failure to exercise ordinary care, we will not be liable for dishonor resulting from any reversal of credit, return of deposited items or for any damages resulting from any of those actions.

REMOTELY CREATED CHECKS. A remotely created check, as defined in Regulation CC, means a check that is not created by the paying bank and that does not bear a signature applied, or purported to be applied, by the person on whose account the check is drawn. By having a deposit account with us, you certify that all remotely created checks deposited to your account(s) will be expressly and verifiably authorized by the payer. And we reserve the rights to refuse for deposit any such remotely created check if we have any reason to believe that the item is fraudulent in any manner and to obtain from you the payer's express, verifiable authorization for any such item.

UNLAWFUL INTERNET GAMBLING. Restricted transactions are prohibited from being processed through your account with us as required by the Unlawful Internet Gambling Enforcement Act of 2006 and Regulation GG. A restricted transaction is a transaction or transmittal involving any credit, funds, instrument, or proceeds in connection with the participation of another person in unlawful Internet gambling.

STATEMENTS. We will provide you with a periodic statement showing the account activity. The last address you supply us in writing will be deemed the proper address for mailing this statement to you. The account holder who receives this statement is the agent for his/her co-account holder(s) for purposes of receiving the statement and items. You must exercise reasonable care in reviewing your statement and reasonable promptness in notifying us of any discrepancies, such as alterations or forged or unauthorized signatures, even if by the same wrongdoer. Reasonable promptness will not exist if you fail to notify us within 30 days after we mail or otherwise make the statement available to you. If you fail to notify us of any discrepancies, with reasonable promptness, your right to assert such discrepancies will be barred or limited to the extent permitted by law. Additionally, you agree that we will not be liable for discrepancies reported to us after one year after we mail or otherwise make the statement or items available to you, even if we failed to exercise ordinary care. However, if the discrepancy is the result of an electronic fund transfer, the provisions of the Disclosures will control its resolution. If you do not receive a statement from us because you have failed to claim it or have supplied us with an incorrect address, we may stop sending your statements until you specifically make written request that we resume sending your statements and you supply us with a proper address.

ACH AND WIRE TRANSFERS. This Agreement is subject to Article 4A of the Uniform Commercial Code - Funds Transfers as adopted in the state of Missouri. If you send or receive a wire transfer, you agree that Fedwire® Funds Service may be used. Federal Reserve Board Regulation J is the law that covers transactions made over Fedwire® Funds Service. When you originate a funds transfer for which Fedwire® Funds Service is used, and you identify by name and number a beneficiary financial institution, an intermediary financial institution or a



Terms and Conditions (continued)

beneficiary, we and every receiving or beneficiary institution may rely on the identifying number to make payment. We may rely on the number even if it identifies a financial institution, person or account other than the one named.

If you are a party to an Automated Clearing House ("ACH") entry, you agree that we may transmit an entry through the ACH, and you agree to be bound by the National Automated Clearing House Association ("NACHA") Operating Rules and Guidelines, the rules of any local ACH, and the rules of any other systems through which the entry is made.

PROVISIONAL PAYMENT. Credit we give you is provisional until we receive final settlement for that entry. If we do not receive final settlement, you agree that we are entitled to a refund of the amount credited to you in connection with the entry, and the party making payment to you via such entry (i.e., the originator of the entry) shall not be deemed to have paid you in the amount of such entry.

INTERNATIONAL ACH TRANSACTIONS. If your transaction originates from a financial agency that is outside of the territorial jurisdiction of the United States, it may be subject to additional review for compliance with the rules of the Office of Foreign Assets Control (OFAC). If additional review is required, the International ACH transaction will not be available to you until it passes final verification.

NOTICE OF RECEIPT. We will not provide you with notice of our receipt of the order, unless we are so requested by the transfer originator in the order. However, we will continue to notify you of the receipt of payments in the periodic statements we provide to you.

CHOICE OF LAW. We may accept on your behalf payments to your account which have been transmitted, that are not subject to the Electronic Fund Transfer Act, and your rights and obligations with respect to such payments shall be construed in accordance with and governed by the laws of the state where we are located.

YOUR RESPONSIBILITY FOR BACK OF CHECK. All negotiable paper ("checks") presented for deposit must be in a format that can be processed and we may refuse to accept any check that does not meet this requirement. All endorsements on the reverse side of any check deposited into your account must be placed on the left side of the check when looking at it from the front, and the endorsements must be placed so as not to go beyond an area located 1-1/4 inches from the left edge of the check when looking at it from the front. It is your responsibility to ensure that these requirements are met and you are responsible for any loss incurred by us for failure of an endorsement to meet this requirement.

STOP PAYMENTS. You may stop payment on a check drawn against your account by a record or written order or other confirmation as allowed by us, provided that we receive the Stop Payment Order in a time and manner that gives us a reasonable opportunity to act on it. The Stop Payment Order must describe the item or account with reasonable certainty. Oral requests for a Stop Payment Order are binding on us for 14 calendar days only, and must be confirmed by you in a record or writing within that period. If the record or written confirmation is not received as specified, we will no longer be bound by your request. Upon receipt of confirmation in a record or writing, a Stop Payment Order on a check remains in effect for six months or until we receive a record or writing revoking the Stop Payment Order, whichever occurs first. If the item on which a Stop Payment Order has been placed has not cleared or been returned to you by the payee, you may renew the Stop Payment Order for an additional six months by providing a request to us in a record or writing within the time period the Stop Payment Order is in effect. A Stop Payment Order on an EFT debit remains in effect until the earlier of 1) your withdrawal of the Stop Payment Order, 2) the return of the debit entry, or 3) six months from the date of the Stop Payment Order, unless you renew the Stop Payment Order. You may renew the Stop Payment Order for an additional six months to prevent the transfer from being paid by providing a request to us within the time period the Stop Payment Order is in effect. When a stop is placed on a multiple debit entry transfer, we may require your confirmation in a record or writing stating that you have canceled your authorization for the transfer with the payee (a Stop Payment Order does not revoke authorization). You will be charged a fee every time you request a Stop Payment Order, and for each Stop Payment Order renewal you make. You understand that we may accept the Stop Payment Order request from any of the authorized signers of the account regardless of who signed the check. A release of the Stop Payment Order may be made only by the person who initiated the stop payment request. Our acceptance of a stop payment request does not constitute a representation by us that the item has not already been paid or that we have had a reasonable opportunity to act on the request.

A Stop Payment Order may be placed on either a one-time transfer or on a multiple debit entry transfer. If you request a stop payment on a multiple debit entry transfer, we must receive the Stop Payment Order, orally or in a record or writing, at least three business days before a scheduled multiple debit entry. If the Stop Payment Order is requested for an Electronic Check Conversion or other one-time transfer, we must receive the request, orally or in a record or writing, in a period of time that provides us a reasonable opportunity to act on it prior to acting on the debit entry, otherwise this Stop Payment Order shall be of no effect. Oral stop payment orders are binding on us for 14 calendar days only, and must be confirmed by you in a record or writing within that period.

The Stop Payment Order shall be governed by the provision of the Uniform Commercial Code 4A in effect in the state in which we are located, *NACHA Operating Rules*, and any applicable state law.

We have a daily cutoff time by which we must receive any knowledge, notice, Stop Payment Order, set-off or legal process affecting our right or duty to pay a check. That cutoff time is one hour after the opening of your branch's banking day, following the banking day on which your branch received the check.

DEATH OR INCOMPETENCY. Neither the death nor the legal adjudication of incompetence of any individual authorized to act on your behalf revokes our authority to accept, pay, or collect items until we know of the fact of death or of an adjudication of incompetence and have a reasonable opportunity to act on it. To the extent permitted by law, even with knowledge, we may for 10 days after the date of death, pay checks drawn on or before the date of death unless ordered to stop payment by a person claiming an interest in the account.

NON-SUFFICIENT FUNDS AND OVERDRAFTS. If your account lacks sufficient funds available to pay a check, preauthorized transfer or other debit activity presented for payment, we may (1) return the item, or (2) pay the item at our discretion. If we return the item without paying

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Terms and Conditions (continued)

it, we may charge you a non-sufficient funds fee. If we do pay the item on your behalf, you will be responsible to pay the overdrawn balance and an overdraft fee. Overdrafts may be covered by our standard overdraft practice that comes with your account or an overdraft protection plan, such as a link to an account or a line of credit. As part of our standard overdraft practice, we do not authorize and pay overdrafts on ATM or everyday debit card transactions unless you request us to do so. Our handling of these items may subject your account to a fee as disclosed in the fee schedule or other Disclosures. Unless we advise you otherwise, we will process checks and other debit items in an order determined in our sole discretion.

PROCESSING ORDER. We will process items, such as credits, checks, and other debit items in accordance with our processing order policy. The processing order of these items is important because if there is not enough money in the account to pay for the items in the order they are processed in accordance with the processing order, there may be an overdraft on your account which may result in overdraft or non-sufficient funds fees or an increase in the amount of these fees.

SIGNATURES. Your signature on the Account Information document is your authorized signature. You authorize us, at any time, to charge you for all checks, drafts or other orders for the payment of money, that are drawn on us regardless of by whom or by what means (including facsimile signature(s)) your signature may have been affixed so long as the signature resembles the signature specimen in our files. For withdrawal and other purposes relating to any account you have with us, we are authorized to recognize your signature; and we will not be liable to you for refusing to honor signed instruments or instructions if we believe in good faith that one or more of the signatures appearing on the instrument or instructions is not genuine.

If your items are signed using any facsimile signature or non-manual form of signature, you acknowledge that it is solely for your benefit and convenience. You agree that no facsimile signature you have authorized us to honor may be considered a forgery or an unauthorized signature, and that every authorized facsimile signature shall be effective as the signatory's own original, manual signature. You accept sole responsibility for maintaining security over any device affixing the signature as such signature will be effective regardless of whether the person affixing it was authorized to do so. Your authorization notwithstanding, we are not obligated to accept or pay any items bearing facsimile signatures.

Further, most checks, and other items are processed automatically, i.e., without individual review of each item. Therefore, unless we agree in a separate writing, in our sole discretion, upon your request and due to unique circumstances to conduct individual review of each item, you agree that we are acting within common and reasonable banking practices by automatically processing checks, and other items, i.e., without individual review of each check, or item. You agree to indemnify, defend, and hold us harmless from and against all loss, costs, damage, liability, and other injury (including reasonable attorney fees) that you or we may suffer or incur as a result of this practice.

FEES, SERVICE CHARGES AND BALANCE REQUIREMENTS. You agree to pay us and are responsible for any fees, charges or balance/deposit requirements as provided in the Fee Schedule or Disclosures provided to you at the time you opened the account. Fees, charges and balance requirements may change from time to time. We also reserve the right to impose a service charge for cashing checks drawn on your account if the person cashing the check is not a customer of this Bank.

SET-OFFS AND SECURITY INTEREST. If you ever owe us money as a borrower, guarantor or otherwise, and it becomes due, we have the right under the law (called "set-off") and under this Agreement (by which you grant us a security interest in your deposit account and any other accounts held by you) to use your account funds to pay the debt, where permitted by law. The security interest granted by this Agreement is consensual and is in addition to our right of set-off.

CLAIMS. In response to any garnishment, attachment, restraining order, injunction, levy, citation to discover assets, judgment, reclamation, other order of court or other legal process ("Claim(s)"), we have the right to place a hold on, remove from your account(s) and/or remit to the designated third-party(ies) any amount on deposit in your account as set forth in and required by such Claim(s). In addition, we may charge against your account(s) any fee authorized by law in connection with the Claim(s) or as otherwise set forth in the fee schedule.

DORMANT ACCOUNTS. You understand that if your account is dormant, we may charge fees specified in the Disclosures to the extent permitted by the law. You agree that we are relieved of all responsibility if your account balance is escheated (that is, turned over to the state) in accordance with state law.

ATTORNEYS' FEES AND EXPENSES. You agree to be liable to us for any loss, costs or expenses, including reasonable attorneys' fees to the extent permitted by law, that we incur as a result of any dispute involving your account, and you authorize us to deduct any such loss, costs or expense from your account without prior notice to you. This obligation includes disputes between yourself and us involving the account and situations where we become involved in disputes between you and an authorized signer, another joint owner, or a third party claiming an interest in the account. It also includes situations where you, an authorized signer, another joint owner, or a third party takes action with respect to the account that causes us, in good faith, to seek the advice of counsel, whether or not we actually become involved in a dispute.

LEGAL PROCESS AGAINST ACCOUNT. You agree to be responsible for, to reimburse us, and/or have your account charged for any expenses or reasonable attorney fees we incur due to an attachment, garnishment, levy or subpoena of records of your account. Any garnishment or other levy against your account is subject to our right of set-off and security interest. We may restrict the use of your account if it is involved in any legal proceeding.

CLOSING ACCOUNT. We may close the account at any time, with or without cause, after sending you notice as required by the law. At our discretion, we have the authority to pay an otherwise properly payable check, which is presented after the closing of your account. Such a termination will not release you from any fees or other obligations incurred before the termination. We will send a check for the balance in our possession to which you are entitled.



Terms and Conditions (continued)

OUR WAIVER OF RIGHTS. You understand and agree that no delay or failure on our part to exercise any right, remedy, power or privilege available to us under this Agreement shall affect or preclude our future exercise of that right, remedy, power or privilege.

YOUR WAIVER OF NOTICE. By signing the Account Information form, you waive any notice of non-payment, dishonor or protest regarding any items credited to or charged against your deposit account. For example, if a check that you deposited is dishonored and returned to us, we are not required to notify you of the dishonor.

NOTICE. You are responsible for notifying us of any change to the name, type or address of your entity or other information affecting your account. Notices must be in a form and manner acceptable to us with enough information to allow us to identify the account. Notice sent by you to us is not effective until we have received it and have had a reasonable opportunity to act upon it. Written notice sent by us to you is effective when mailed to the last address supplied.

AMENDMENTS AND ALTERATIONS. You agree that the terms and conditions governing your account may be amended by us from time to time. We will notify you of amendments as required by applicable law. Your continued use of the account evidences your agreement to any amendments. Notices will be sent to the most recent address shown on the account records.

EFFECTIVE APPLICABLE LAWS AND REGULATIONS. You understand that this Agreement is governed by the laws of Missouri, except to the extent that federal law is controlling. Changes in these laws and regulations may modify the terms and conditions of your account(s). We do not have to notify you of these changes, unless required to do so by law. If any of the terms of this Agreement come into conflict with the applicable law and are declared to be invalid or unenforceable, those terms will be nullified to the extent that they are inconsistent with the law and the applicable law will govern. However, this shall not affect the validity of the remaining provisions.



MICR Requirements

05/2015

SPECIFICATION SHEET FOR PRINTING M.I.C.R.

PERSONAL

ACCOUNT TYPE		SAVINGS		LINE OF CREDIT		Program/Format ID (If Applicable)	DELUXE FORMULA NO.
☒ PERSONAL DOA	☐ BUSINESS DOA	☐ SAVINGS	☒ MONEY MARKET	☐ LINE OF CREDIT	☐ F. USE	3 Digit Format	255

PERSONAL SIZE COMPONENTS	CHECKS		DEPOSIT TICKETS (PRINTED WITH CHECKS)		DEPOSIT TICKETS (PRINTED SEPARATELY)	
	A	Routing Transit Number Field (BC)	ACCOUNT NUMBER	E	Routing Transit Number Field (BC)	ACCOUNT NUMBER
	0 8 1 9 0 3 8 6 7 X X X V V V " X X X X X X X X # # #	19 8 22 1		0 8 1 9 0 3 8 6 7 X X X V V V " X X X X X X X X 2 3	19 8 22 1	
	WEIGHTS			WEIGHTS		
	☐ PRINTED SAME AS CHECKS			☐ PRINTED SAME AS CHECKS		
	☒ PRINTED SAME AS ABOVE			☒ PRINTED SAME AS ABOVE		
	TT DIGITS			TT DIGITS		
	TT CODE DESCRIPTION					

BUSINESS

ACCOUNT TYPE		SAVINGS		LINE OF CREDIT		Program/Format ID (If Applicable)	DELUXE FORMULA NO.
☐ PERSONAL DOA	☒ BUSINESS DOA	☐ SAVINGS	☒ MONEY MARKET	☐ LINE OF CREDIT	☐ F. USE	3 Digit Format	255

BUSINESS SIZE COMPONENTS	CHECKS		DEPOSIT TICKETS (PRINTED WITH CHECKS)		DEPOSIT TICKETS (PRINTED SEPARATELY)	
	D	Routing Transit Number Field (BC)	ACCOUNT NUMBER	E	Routing Transit Number Field (BC)	ACCOUNT NUMBER
	0 8 1 9 0 3 8 6 7 X X X V V V " X X X X X X X X 2 3	19 8 22 1		0 8 1 9 0 3 8 6 7 X X X V V V " X X X X X X X X 2 3	19 8 22 1	
	WEIGHTS			WEIGHTS		
	☐ PRINTED SAME AS CHECKS			☐ PRINTED SAME AS CHECKS		
	☒ PRINTED SAME AS ABOVE			☒ PRINTED SAME AS ABOVE		
	TT DIGITS			TT DIGITS		
	TT CODE DESCRIPTION					

(Examples provided are for 3 Digit formats; to accommodate longer account numbers you will adjust by moving " presently appearing in field number 28 to the right.)

KEY: V = Variable No. B = Branch Number C = Check Digit X = Auto Space - = Dash
 " = Account Symbol # = Serial No. (MICR) 0-9 = Constant No. T = Variable Process Code

The Bank of Missouri will not be responsible for the accuracy of checks or deposit tickets printed by another company using the above specifications.



Additional Financial Solutions

Through our divisions, the bank offers brokerage services, insurance and investments and retirement planning.

Investments & Retirement Planning

- Principal Fiduciary
- Proven Investment Management
- Custom Benefit Plans for Employees
- Attractive Benefits for Executives
- Reliable Trust Services
- Complete Financial Planning
- Wealth Management Strategies
- Expert IRA Administration

NOT A DEPOSIT | NOT FDIC INSURED | NOT INSURED BY ANY FEDERAL
GOVERNMENT AGENCY | NOT GUARANTEED BY THE BANK | MAY GO DOWN IN VALUE

Private Client Group

- Investment Consulting & Management
- Comprehensive Financial Planning
- Executive Compensation Arrangement
- Business Exit Planning
- Trust & Estate Planning

NOT A DEPOSIT | NOT FDIC INSURED | NOT INSURED BY ANY FEDERAL
GOVERNMENT AGENCY | NOT GUARANTEED BY THE BANK | MAY GO DOWN IN VALUE

Reliable Community Title Company

- Real Estate Title Insurance
- Real Estate Closing Transactions
- Real Estate Title Searches
- Construction Disbursement

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Invitation to Connect

Thank you for the opportunity to present our recommendations for banking services to Christian County. We hope you'll see that our convenient locations, local commitment to community and variety of account services will meet your needs.

We encourage you to get to know us. The bank's website is a great tool to learn more about us and our services. Please also search for The Bank of Missouri on social media and hit 'like'. Follow us to see what we're up to and who we're helping across our great state.

Facebook | Instagram | LinkedIn | Twitter | YouTube

BankofMissouri.com

Mission Statement

THE BANK OF MISSOURI is an independent community bank.
LOOKING to expand into communities with growth potential,
STRIVING to meet the financial needs of those communities with services,
GIVING through our resources and associates to the communities we serve, and
PROVIDING a value to our shareholders.

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June 21, 2021

Ralph Phillips, Presiding Commissioner
Lynn Morris, Eastern District Commissioner
Hosea Bilyeu, Western District Commissioner
100 W. Church St., Room 100
Ozark, MO 65721

RE: Depository Proposal for Christian County Public Funds

Members of the Christian County Commission,

Ozark Bank hereby submits our proposal to continue as the depository for Christian County for the upcoming four-year period (2021 – 2023, with the option to renew up to one (1) additional two-year period if agreed upon by both County and Bank).

We have thoroughly read and understand all provisions of the solicitation. Ozark Bank agrees to execute any required DEPOSITORY AGREEMENT, subject to clarifications or exceptions noted on the enclosed Proposal Response Form, Section 11.

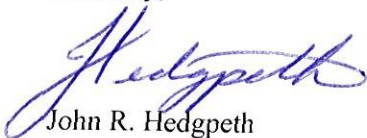
Enclosed are the following:

- Signed Declaration
- Three (3) Business References
- Final Mandatory Compliance Checklist
- Exhibit A - Proposal Response Form
- Exhibit 1 - Proposed Cost Schedule
- IDC Financial Publishing Bank Rating
- Funds Availability Schedule
- Bank Contact Information
- Sample Statement
- Sample CD-ROM
- Exhibit B - Signed Authority To Bind Agreement

Additionally, Ozark Bank will be pleased to consider requests for loans to Christian County, subject to governing Missouri statutes and the bank's credit policy.

Ozark Bank is truly a community bank. For over a century, we have been serving the needs of Christian County and its communities. We appreciate the opportunity to submit this proposal to the Christian County Commission. Please let us know if you have any questions regarding our proposal.

Sincerely,



John R. Hedgpeth
Chief Financial Officer



MEMBER FDIC

(37) Declaration:

The vendor hereby declares understanding, agreement, and certification of compliance to provide the items and/or services, at the prices quoted, in accordance with all terms and conditions, requirements, and specifications of this original invitation to bid. The vendor further agrees that upon receipt of an authorized purchase order from the Christian County Commission or when a Notice of Award is signed and issued by the Commission, a binding contract shall exist between the vendor and Christian County. **Signature required below confirming understanding of this statement.**

Doing Business as (DBA) Name OZARK BANK	Legal Name of Entity/Individual Filed with IRS for this Tax ID No. OZARK BANK
Mailing Address P.O. BOX 220	IRS Form 1099 Mailing Address P.O. BOX 220
City, State, Zip Code OZARK, MO, 65721	City, State, Zip Code OZARK, MO, 65721

Contact Person JOHN R. HEDGPETH	Email Address: jhedgpeth@ozarkbank.com
Phone Number (417) 581 - 2321	Fax Number: (417) 581 - 2235
Authorized Signature 	Date June 21, 2021



List three (3) business references:

1st

Company Name:

Representative Name:

Christian County Treasurers Office Karen Matthews

Address

City

State

Zip

100 W. Church Street, Room 209 Ozark MO 65721

Business Phone

Business Fax

Cellular Phone

(417) 582 - 4348 (417) 581 - 1191 -

email address if available - karenmatthews@christiancountymo.gov

2nd

Company Name:

Representative Name:

Employee Screening Services of Missouri Nathan Carter

Address

City

State

Zip

2055 S. Stewart Ave, Ste A Springfield MO 65804

Business Phone

Business Fax

Cellular Phone

(417) 887 - 7697 (660) 826 - 3960 [REDACTED]

email address if available - nathancarter@yourdrugtesting.com

3rd

Company Name:

Representative Name:

Evans and Green Attorneys at Law Doug Evans

Address

City

State

Zip

1615 S. Ingram Mill Road, Bldg F Springfield MO 65804

Business Phone

Business Fax

Cellular Phone

(417) 889 - 0111 (417) 889 - 6161 [REDACTED]

email address if available - doug@evansgreenlaw.com

FINAL MANDATORY COMPLIANCE CHECKLIST:

Please use the below table to ensure your bid is fully compliant before you seal it for submission. If you have any questions regarding any of these items, please call:

Madi Hires, Executive Administrative Assistant

(417) 582-4300

countycommission@christiancountymo.gov

FINAL COMPLIANCE CHECKLIST	(✓)
I am submitting my bid prior to the specified deadline. (Page 2, Section 2)	✓
I understand that no faxed or electronically transmitted bids will be accepted. (Page 2, Section 1)	✓
I have filled out, signed, and dated the declaration page, and I understand that failure to do so will result in rejection of my bid. (Page 11, Section 37)	✓
I am including one (1) unbound original and four (4) copies of my bid. I understand that I must include The Price Sheet found in Exhibit A, Page 3 - Exhibit 1, and all pages thereafter.	✓
I am enclosing my bid in a sealed envelope, and I am marking the envelope "SEALED BID – DO NOT OPEN". (Page 2, Section 1)	✓
I have filled out, signed, and dated the Authorized to Bind Agreement, and understand that failure to do so will result in rejection of my bid. (Exhibit B, Page 2).	✓
I am indicating on the envelope the good/service that I am bidding on.	✓

PROPOSAL RESPONSE FORM - BANKING DEPOSITORY SERVICES
2021 THROUGH 2023

1. Proposed Cost Schedule is attached. All requested services will be provided at NO CHARGE to the County, with the exception of Credit Card Fee's, which would be assessed by our processing partner Heartland Merchant Services. See Note (A) on the Proposed Cost Schedule.
2. ACH Payroll Processing will be provided at NO CHARGE to the County. The payroll file would need to be submitted to the bank by 3:00 PM two business days before the settlement date through our secure online banking site.
3. Ozark Bank will pay interest on all Christian County checking accounts (currently 16 accounts: 9 for County Treasurer, 4 for County Collector, 2 for County Clerk, and 1 for County Recorder of Deeds) and all Christian County savings accounts (currently 2 for County Collector) covered by the Depository Agreement. Rates are quoted in relation to the most recent Effective Federal Funds Rate, as published in the Wall Street Journal, adjusted weekly. The Effective Federal Funds Rate as of 06/18/21 is 0.10%.

The interest rate will be tiered (based on the daily collected balance in any individual checking or savings account). The first \$10,000,000 in balances will earn interest at the Effective Federal Funds Rate plus 10 basis points, with a Guaranteed Floor Rate of 0.15%. Balances above the first \$10,000,000 will earn interest at the Effective Federal Funds Rate minus 10 basis points, with a Guaranteed Floor Rate of 0.05%. Opening of additional County accounts for the purpose of maintaining individual account balances below \$10,000,000 will be prohibited.

Below is an example of a tiered interest calculation (based on the Effective Federal Funds Rate of 0.10% as of 06/18/21), assuming during peak tax collection period, the Christian County Collector Collections account might have a daily collected balance of \$53,455,117.21.

\$0.01 - \$10,000,000.00 earns interest at the rate of 0.20% ($\$10,000,000.00 \times 0.20\% / 365 = \54.79)

\$10,000,000.01 - \$53,455,117.21 earns interest at the rate of 0.05% ($\$43,455,117.20 \times 0.05\% / 365 = \59.53)

4. Christian County funds deposited with Ozark Bank will be secured by acceptable collateral for public funds as required by Missouri statute. Market value of the collateral will be equal to 100% or greater of funds on deposit, less the amount that is insured by the Federal Deposit Insurance Corporation (FDIC).

All collateral will be held by a third-party institution (currently UMB Bank, Kansas City, MO).

Safekeeping receipts for pledged collateral shall be delivered to the Christian County Treasurer and said collateral shall be released by the third-party institution when:

- 1) Authorized by the County through a statement signed by the County Treasurer or designated backup (currently the Deputy Treasurer), or
- 2) Bank has substituted collateral of the same or higher value.

Ozark Bank would anticipate no changes to the collateralization, recordkeeping, reporting, and pledging / releasing procedures currently in effect.

5. ON-LINE ELECTRONIC BANKING SERVICES

- a. Ozark Bank can provide online banking services at no additional cost with the following features:

Current day's activity
Daily balance reporting available by 8:00 am the following business day
Detailed debit and credit postings
Initiation of regular recurring wire transfers
Initiation of ACH credit transactions
Placement of stop payment orders
Multi-level security

Subject to required security controls and approved dollar limits.

b. Memo post information is available online and credited to the available balance, the transactions are then hard posted to the account during nightly processing which usually occurs at approximately 8:00 PM on weekdays. Transfers made online are effective immediately. Six months of transaction history and 24 months of statements are available online.

c. Files can be downloaded from the Internet Banking website detailing transaction and check information in either Comma Separated Value (.CSV), text format (.TXT), or Microsoft Money format (.OFX). Three options are available for selecting a download date range: between two dates, since the last statement, or since the last download. No costs are associated with this service.

d. Downloading files directly from online banking is available, and the files will contain transactions posted through the prior business day.

e. Ozark Bank can receive properly formatted NACHA files with or without an offsetting record to our online banking site for credit processing at no additional costs.

f. Christian County Treasurer – Karen Matthews and Christian County Collector – Ted Nichols.

6. Ozark Bank, originally chartered in 1906, has served the residents and businesses of Christian County for nearly 115 years. The following table of bank performance ratios and peer group comparisons reflects the financial stability of Ozark Bank.

As of March 31, 2021 (the most recent Call Report data provided to the FDIC):

Ratio	Ozark Bank	Peer Group Average	Missouri Average
Net Income (% of Average Assets)	.98%	1.29%	1.29%
Tier One Leverage Ratio	8.60%	9.94%	9.85%
Noncurrent Loans and Leases to Gross Loans and Leases	0.01%	0.60%	0.49%

Per Regulatory Guidelines, a financial institution with a Tier One Leverage Ratio greater than or equal to 5.0%, along with satisfying other certain capital requirements, is considered well capitalized.

Peer Group Average: Insured commercial banks having assets between \$300 million and \$1 billion

Missouri Average: All insured commercial banks in the State of Missouri.

Ozark Bank remains a strong, well-capitalized community bank.



7. IDC Financial Publishing ranks Ozark Bank in the Superior category as of March 31, 2021. A copy of the complete IDC Financial report for Ozark Bank is attached.
8. Copy provided.
9. We have included a sample statement. Statements would be identical to the current format received by the County.
10. We have included a sample CD-ROM with images. CD-ROMs would be identical to the current format received by the County.
11. Regarding the PROPOSAL:

Section 2 – Investment

2.1 and 2.2 specify that interest will be paid on closing ledger balances. Ozark Bank will pay interest on closing collected balances.

2.2.2 specifies from time to time, County may desire to purchase government securities through the depository. Government securities may now be purchased directly online at www.TreasuryDirect.gov. This would be the recommended process for the County.

Section 3 – Collateralization:

3.4.1 specifies that verification of replacement securities will be required prior to release in writing. Substitution of securities is a simultaneous process, safeguarded by the third-party institution. Verification of replacement pledges prior to release would require twice the level of securities. The current collateral pledging procedures in place will be maintained.

Section 6 – Other Services:

6.3 – Positive Pay is available and will be provided at NO COST.

12. Business teller locations and hours:

Location	Lobby Hours	Drive-Thru Hours
106 – 112 N 2 nd Avenue Ozark MO 65721	9:00 a.m. – 5:00 p.m. Monday – Friday	NA
1509 W. Jackson Ozark MO 65721	9:00 a.m. – 5:00 p.m. Monday – Friday 9:00 a.m. – Noon Saturday	9:00 a.m. – 5:00 p.m. Monday – Friday 9:00 a.m. – Noon Saturday <u>Teller On Demand</u> 7:00 a.m. – 7:00 p.m. Monday – Friday 8:00 a.m. – noon Saturday
1351 W. State Hwy NN Ozark MO 65721	9:00 a.m. – 5:00 p.m. Monday – Friday	9:00 a.m. – 5:00 p.m. Monday – Friday <u>Teller On Demand</u> 7:00 a.m. – 7:00 p.m. Monday – Friday 8:00 a.m. – noon Saturday
410 Massey Blvd Nixa MO 65714	9:00 a.m. – 5:00 p.m. Monday – Friday 9:00 a.m. – Noon Saturday	9:00 a.m. – 5:00 p.m. Monday – Friday <u>Teller On Demand</u> 7:00 a.m. – 7:00 p.m. Monday – Friday 8:00 a.m. – noon Saturday
604 E. South Street (Apple Market) Ozark MO 65721	NA	<u>Teller On Demand</u> 7:00 a.m. – 7:00 p.m. Monday – Friday 8:00 a.m. – noon Saturday

13. Ozark Bank will be pleased to extend the preferred pricing described on the Proposed Cost Schedule to other County officeholders and County departments.
14. Christian County funds deposited with Ozark Bank will be secured by acceptable collateral for public funds as required by Missouri statute. Market value of the collateral will be equal to 100% or greater of funds on deposit, less the amount that is insured by the Federal Deposit Insurance Corporation (FDIC).

EXHIBIT 1

PROPOSED COST SCHEDULE

ITEM	PROPOSED COST	VOLUME
Deposit Items	No Cost	33,000
Checks Paid	No Cost	6500
Returned Checks	No Cost	55
Account Transfers	No Cost	50
Stop Payments	No Cost	40
ACH Transactions	No Cost	1500
Incoming	No Cost	
Outgoing Direct Deposit	No Cost	90 Files
Wire Transfers	No Cost	
Incoming	No Cost	25
Outgoing	No Cost	250
Account Maintenance	No Cost	Per month
Monthly Bank Statements w/account analysis	No Cost	Per month 13 monthly 2quarterly
Security Safekeeping	No Cost	
Safe Deposit Box-List size and location with pricing	No Cost	One 3x10, One 5X10, One 10x10
Credit Card Fees (See Note A Attached)		Collector 2.5% Treasurer 2.89% & 0.18 cents 4.13% & 0.18 cents Monthly Fixed @29.75
Debit Card Fees	No Cost	Same As Above
Other costs: itemized on separate sheet of paper	No Cost	

OTHER FEES

ITEM	PROPOSED COST
Deposited Checks Returned	No Cost
Recleared Deposited Items	No Cost
ACH Return Items	No Cost
ACH File Reversals	No Cost
ACH Item Reversal	No Cost
Image Copies of Checks	No Cost
Research and Reconciling	No Cost
Special Statement	No Cost
Statements on CD	No Cost
Monthly Internet Banking Fee	No Cost

Note A:

Ozark Bank provides these services through our partnership with Heartland Merchant Services. All fees associated with this service are determined and assessed by Heartland Merchant Services. Heartland Merchant Services is a leading provider of credit card processing. In order to prepare a competitive proposal for services, we will need a copy of a monthly services statement showing monthly volumes and fees prepared by the current services provider for both the Treasurer's office and the Collector's office. Once that information is received, a proposal to provide these services can be prepared for review by the County Commission.





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John Hedgpeth

jhedgpeth@ozarkbank.com

OZARK BANK

(OZARK BK)

LOCATION: OZARK, MO

TYPE: BANK

TOTAL ASSETS: \$296MM

IDC Rank of Financial Ratios 2021-Q1:

205

Superior (200 - 300)

CAMEL Analysis

Capital Ratios - A Foundation for Safety and Soundness

Tier 1 Capital % Tier 1 Assets	8.6%
Risk Based Capital % Risk Based Assets	NC
Tier I Capital % Risk Based Assets	NC

Well Capitalized

Adequacy of Capital and Loan Loss Reserve to Cover Loan Delinquency

Loan Loss Reserve % Tier I Capital	9.3%
Loans 90 Days Delinquent % Tier I Capital	0.0%
Loans Nonaccrual + REO % Tier I Capital	0.1%

More than Adequate Capital and Loan Loss Reserve to Cover Loan Delinquency

Margins Measure Management

Common Shareholder's Net Operating Profit After Tax % Tangible Equity Capital, NOPAT ROE (1yr)	12.8%
Cost of Equity COE (1yr)	6.5%
<i>ROE Adds Substantial Value</i>	
Net Interest % Earning Assets (1yr)	3.37%
Noninterest Income % Earning Assets (1yr)	0.55%
Noninterest Expense % Earning Assets (1yr)	2.55%
Operating Profit Margin OPM (1yr)	34.9%

Average OPM

M

OPM Risk Standard Deviation	3.5%
Average OPM Risk	

Earnings Return on Equity Equals the Operating Return Plus the Financial Return

Return of Net Operating Profit From Operations After Tax % Earning Assets (ROEA)	1.84%
Average Operating Return	
Return on Financial Leverage (ROFL) = Spread X Leverage	10.96%
High Financial Return	
ROEA less COF AT = Leverage Spread	1.31%
Wide Spread	
Leverage Multiplier	8.34
Above Average Multiplier	

Liquidity Determines the Ability to Grow

Balance Sheet Cash Flow % Tier I Equity	-8.4%
Percent Annual Growth in Equity Capital	2.1%
Nonperforming Assets % Total Loans	0.0%
Illiquid Loans % Stable Deposits and Borrowings Plus Excess Liquidity	64.6%
Interest-Bearing Liabilities % Earning Assets	79.4%
Liquidity Normal	

Supplemental Ratios

Investment Yield	0.9%
Loan Yield	4.9%
Cost of Adjusted Debt - After Tax	0.5%
Net Income % Avg Assets	1.1%

Reports

Resources

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Limitations to Use of Financial Ratios and Ranks

Ranks are designed to provide IDC Financial Publishing, Inc.'s opinion as to the relative value of financial ratios, and are subject to limitations in their use. The ranks have no value in forecasting the direction of future trends of financial ratios. While in our opinion the selected ratios provide an ample financial picture for evaluating a financial institution, the quality of individual financial institutions can also be influenced by factors not taken into account in this analysis.

The quality of a financial institution is not fixed over time, but tends to undergo change. For this reason, changes in ranks occur, reflecting changes in the individual financial ratios. The data utilized for calculations, ranks, and other information was obtained from sources believed to be reliable and accurate; however, neither the publisher nor its employees assume responsibility for the correctness or accuracy of data, calculations, or liability for their use.





RANK of Financial Ratios Defined by CAMEL

Each financial institution has a one-line analysis of financial ratios and a **one-number summary rank**. IDC Financial Publishing's (IDCFP's) unique CAMEL analysis utilizes financial ratios that have a significant impact on the quality of the financial institution.

Summary Rank:

Superior	Excellent	Average	Below Average	Lowest Ratios	Rank of One
200-300	165-199	125-164	75-124	2-74	1

Capital risk is determined by Tier I capital as a percent of Tier 1 assets and as a percent of risk-based assets. Tier I & II capital as a percent of risk-based assets (risk-based capital ratios) measures credit and interest rate risk as well as estimates risk in the asset base.

Adequacy of Capital and reserves measures the levels of delinquent loans, nonaccrual loans, restructured and foreclosed assets relative to loan loss reserves and capital.

Margins are the best measurement of management. Margins represent the spreads between 1) operating profit and net operating revenues, 2) after-tax return on earning assets less after-tax cost of funding, and 3) the return on equity (ROE) compared to estimated cost of equity capital (COE).

Earning returns measure the success of the bank's operating and financial strategies. Returns on earning assets (ROEA) before funding costs measures a bank's management of operations. Returns on financial leverage (ROFL) measures financial management and the degree to which a bank uses deposits, borrowing and debt to fund earning assets not funded by adjusted tangible equity.

Liquidity measures 1) balance sheet cash flow as a percent of Tier I capital and 2) loans compared to stable deposits and borrowings plus estimated unused lines of credit at the Federal Home Loan Bank.

Financial ratios, which illustrate IDCFP's CAMEL, represent most of the components of the RANK, but not all the financial ratios used in the RANK process.

Limitations to Use of Financial Ratios and Ranks

Ranks are designed to provide IDC Financial Publishing, Inc.'s opinion as to the relative value of financial ratios and are subject to limitations in their use. The ranks have no value in forecasting the direction of future trends of financial ratios. While in our opinion the selected ratios provide an ample financial picture for evaluating a thrift, the quality of individual savings institutions can also be influenced by factors not taken into account in this analysis.

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Glossary for Bank CAMEL Report

C – CAPITAL RATIOS

Tier I Capital as a % of Assets

The Tier I Capital Ratio is provided by bank and bank holding company call reports.

Computations of Tier I Capital Ratios are based on Tier I capital and Tier 1 assets as filed by banks on FDIC call reports and by bank holding companies on Y-9C reports.

Tier I & II Capital as a % of Risk-based Assets

The Risk-based Capital Ratio is provided by bank and bank holding company call reports.

Computations of risk-based capital ratios are based on qualifying capital and risk-adjusted assets as filed by banks on FDIC call reports and by bank holding companies on Y-9C reports.

Tier I Capital as a % of Risk-based Assets

The Tier I Risk-based Capital Ratio is provided by bank and bank holding company call reports.

Tier I capital is divided by risk-based assets (as provided by banks and BHCs) and is shown as a percentage.

Ranks are capped based on levels of capital ratios. IDC caps rankings under the following conditions:

Category	Tier 1 Capital Ratio		Total Risk-Based Capital Ratio		Tier 1 Risk-Based Capital Ratio	Rank Cap
Well Capitalized	5% or Higher	+	10% or Higher	+	6% or Higher	None
Adequately Capitalized	4% to Less Than 5%	+	8% to Less Than 10%	+	4% to Less than 6%	124
Under Capitalized	3% to Less Than 4%	+	6% to Less Than 8%	+	3% to Less Than 4%	74
Significantly Under Capitalized	Less Than 3%	+	Less Than 6%	+	Less Than 3%	2
Critically Under Capitalized	Less Than 2%					

FDIC enforcement actions are reviewed each month for consent orders related to capital. If an institution is required to maintain a higher than adequate capital ratio, IDC uses requirement as being "Adequately Capitalized" for the purpose of calculating their rank.

A – Adequacy of Tier 1 Capital and the Loan Loss Reserve to Cover Loan Delinquency

Loan Loss Reserve as a % of Tier I Capital

The loan loss allowance is divided by Tier I capital and is shown as a percentage.

Loans 90 Days Delinquent as a % of Tier I Capital

Loans 90 days past due and accruing less loans guaranteed by U.S. Government or Rebooked "GNMA Loans" repurchased are divided by Tier I capital and is shown as a percentage.

Loans Nonaccrual + Real Estate Owned as a % of Tier I Capital

Loans on nonaccrual, a portion of restructured loans, and other real estate owned less loans and repossessed assets guaranteed by U.S. Government or Rebooked "GNMA Loans" repurchased are divided by Tier I capital and is shown as a percentage.

Adequacy of capital is determined by adding the ratio of loans 90 days delinquent to Tier 1 capital plus the ratio of nonaccrual loans and real estate owned to Tier 1 capital, then subtracting the ratio of the loan loss reserve to Tier 1 capital. If the ratio of delinquency exceeds the ratio of reserves, this reduces the amount of IDC's estimate of Tier 1 capital available to cover risk. If the adjusted ratio of Tier 1 capital falls below 5%, IDCFP ranks are reduced below 125.

M – Margins Measure Management

NOPAT ROE Less COE Measures Value Added

Common Shareholder's Net Operating Profit After Tax as a % of Tangible Equity Capital (NOPAT ROE)

Net operating profit after tax return on tangible equity is also defined as the sum of return on earning assets (before funding) and return on financial leverage (ROEA + ROFL).

Cost of Equity (COE)

The measure of a financial institution's cost of capital is the estimated cost of which the institution can raise additional equity capital. In appraising firms that are not public or subsidiaries of publicly traded or bank holding companies, IDC uses general risk, demonstrated by the 30-year T-Bond yield and the risk premium for financial equities. The risk premium is 50% of the T-Bond yield adjusted by a **risk multiplier** for an institution's specific financial risk.

The specific COE for an individual financial institution is determined by asset size, pretax coverage of net loan charge-offs, loan delinquency risk to capital adjusted for variations in operating profit margins, and the level of financial leverage. In order to quantify specific risk, a risk multiplier incorporates the following:

- a) **Size Risk** - The **risk multiplier** is multiplied by 0.9x for institutions with assets over \$1 billion, 1.0x for assets between \$500 million and \$1 billion, 1.1x for assets \$200 million to \$500 million, 1.2x for assets \$100 to \$200 million, and 1.3x for assets less than \$100 million.
 - b) **Financial Risk** - The **risk multiplier** is set in a range of 0.8 to 1.2 based on pretax income (adjusted for nonrecurring noninterest income or expense) plus the loan loss provision, together covering net charge-offs.
 - c) **Loan Risk to Capital** - Financial institutions with loan delinquency plus nonperforming loans greater than loan loss reserve, all stated as a percent of equity, are evaluated to measure potential loan loss risk to Tier 1 capital. If this risk-adjusted Tier 1 equity ratio is below 5%, the institution is assigned a loan risk ratio of 2.0. All other institutions with adequate risk-adjusted Tier 1 capital above 5% use a loan risk ratio of 1.0. The equity risk is adjusted by the loan risk ratio.
 - d) **Variability of the Operating Profit Margin** – Operating profit risk, which is 20% of the 5-Year standard deviation of the operating profit margin, is added to the equity risk which is then used to adjust the **risk multiplier**.
 - e) Finally, the **risk multiplier** is adjusted to reflect the use of financial leverage or the level of the leverage multiplier. A leverage multiplier of 7.0 or less uses a factor of 1.0 times the risk multiplier, while an increase in a leverage multiplier to 12.0 or higher requires as much as 2.2 times the risk multiplier.
- As an example, a large institution with low coverage of net charge-offs coupled with moderate loan delinquency above the loan loss reserve and a risk in operating profit margin of 3.6 times 20% and leverage of 7 would compute as follows: $(.9 \times .8 \times (1.0 + (.2 \times 3.6)) \times 1)$ or $(.9 \times .8 \times 1.7 \times 1)$, or 2.4 times equity risk premium of 50% of the long bond yield of 2.8%, on March 31, 2019. This equals a risk premium of 1.7% which is then added to the 2.8% yield on bonds to provide an estimate of 4.5% for the cost of equity capital.
 - An example of a smaller institution with a lower coverage ratio, modest loan delinquency, but larger variations in the operating profit margin of 5.0 and higher leverage multiplier of 9 would compute as follows: $(1.1 \times 1.0 \times (1.0 + (.2 \times 5.0)) \times 1.4)$ or $(1.1 \times 1 \times 2 \times 1.4)$, or 3.1 times 50% of the long bond yield of 2.8%, on March 31, 2019, for a risk premium of 4.3% added to the 2.8% long bond yield for an estimate of 7.1% for the cost of capital.

Banks reporting as Sub Chapter S corporations report net income after a zero-tax rate, while banks reporting as standard corporations use a 21% tax rate for 2018 and 34% prior to 2018. The cost of tangible equity capital (COE) for banks owned by a Sub Chapter S corporation, which reports zero taxes, is adjusted with a tax rate of 27% in 2018 and 34% prior to 2018 to reflect a pretax COE compared to a reported pretax ROE.

Operating Profit Margin

Net operating revenues less salaries, employee benefits, expenses of premises and fixed assets, and other operating expenses (excluding loan loss provision and losses on the sale of non-loan assets and amortization expense of intangible assets) are divided by net operating revenue, as a percentage. Net operating revenue is defined as interest income from loans and investments less interest expense plus noninterest operating income (excluding gains on the sale of non-loan assets, gains and losses on financial assets carried at fair market value, and bargain purchase income). The operating profit margin is the inverse of the commonly used efficiency ratio.

Risk to the Operating Profit Margin

One standard deviation of the operating profit margin over five years (but not less than five quarters) measures risk or volatility in profit margins. The risk level is also a measure of a bank's complexity.

E – Earnings Return

Return on Earning Assets (ROEA)

The interest income from loans and investments plus noninterest income less operating and loan loss expenses (excluding gain or loss on the sale of non-loan assets) less the applicable tax rate amount plus the increases in the loan loss reserve to reflect cash accounting is divided by average earning assets, as a percentage.

Return on Financial Leverage

ROFL reflects both the degree to which a bank uses debt and deposit funds to finance its operating strategy and the after-tax cost of these debt funds. ROFL is calculated by multiplying the leverage spread times the leverage multiplier.

Leverage Spread

The leverage spread equals the return on earning assets less the cost of adjusted debt, both after tax. The cost of adjusted debt equals the after-tax cost of funding divided by adjusted debt.

Leverage Multiplier

The leverage multiplier is defined as the ratio of adjusted debt to adjusted equity. Adjusted debt equals earning assets (which includes the loan loss reserve) less adjusted tangible equity. Adjusted tangible equity equals stockholder's tangible equity capital plus the loan loss reserve.

L – Liquidity Determines the Ability to Grow

Balance Sheet Cash Flow as a % of Tier I Net Worth

Balance sheet cash flow equals operating cash flow minus financial cash flow. It measures the profit return on physical assets in computing operating cash flow. When computing financial cash flow, balance sheet cash flow separates cash and equivalents (cash and balances due from depository institutions) from earning assets. Operating cash flow is defined as the change in retained earnings less the change in fixed assets. Financial cash flow is defined as the change in all liabilities and capital less retained earnings, minus the change in earning assets.

If a financial institution finances its growth with increases in retained earnings equal to increases in growth producing assets, but the financial cash flow is positive, then the balance sheet cash flow would be negative, showing the change in liabilities (excluding retained earnings) is in excess of the change in loans and investments. An institution with poor loan quality or risky investments experiences asset write-offs or write-downs, and at the same time deposits are increased, or new borrowings incurred, to finance the asset base. Balance sheet cash flow recognizes the shortfall and the risk to net capital of the institution.

Internal Growth of Equity Capital

The internal growth of equity capital is the reinvestment rate of retained earnings after dividends, plus the change in the loan loss reserve as a percentage of the previous periods equity capital and loan loss reserve. The internal growth rate of equity can indicate sustainable future growth.

Loans Noncurrent + Restructured + Other Real Estate Owned as a % of Loans

High risk loans and assets, which include loans 90-days past due, nonaccrual and a portion of restructured loans plus other real estate owned are divided by total loans plus other real estate owned.

Illiquid Loans as a % of Stable Deposits and Borrowings Plus Excess Liquidity

Another measure of liquidity is the match between illiquid loans and stable deposits and borrowings plus available lines of credit at the Federal Home Loan Bank (FHLB).

Illiquid loans are defined as loans and leases (net of unearned income allowance, and reserves for loan losses) less loans and leases held for sale. Stable deposits and borrowings are total domestic deposits less total time deposits greater than \$250,000 and other borrowed money with remaining maturity of one year or less plus excess of 80% of loans secured by 1-4 family 1st lien mortgages, 5 or more family mortgages and home equity loans, if greater than FHLB advances. The latter is added to deposits due to the ability to finance 80% of single family first mortgage, 5 or more family mortgages and home equity loans at the FHLB.

Interest-Bearing Liabilities as a % of Earning Assets (*Burden Ratio*)

The latest quarterly interest-bearing liabilities are divided by earning assets, as a percentage. A high level of liabilities requiring interest relative to earning assets paying interest creates a burden to the bank.



Bank Financial Quarterly

**State and National Totals
First Quarter 2021 Report**



**IDC Financial
Publishing, Inc.**

BANK FINANCIAL QUARTERLY
DATA ENDING 1st QTR, 2021

STATE AVERAGES

Bank Holding Companies
and Independent BanksIDC Financial Publishing, Inc.
(800)525-5457

	RANK	SIZE	CAPITAL RATIOS			LOAN RISK %TIER I			LIQUIDITY			ROA	ROE VS COE		
	RANK OF FINANCIAL RATIOS	TOTAL ASSETS DOLLARS IN MILLIONS	TIER I CAPITAL AS A % OF ASSETS	TIER I & II CAPITAL % RISK-BASED ASSETS	TIER I CAPITAL AS A % OF RISK-BASED ASSETS	LOAN LOSS RESERVE	LOANS 90 DAYS OR MORE PAST DUE	LOANS NONACCRUAL & RESTRUCTURED + REO	BALANCE SHEET CASH FLOW % TIER I CAPITAL	ILLIQUID LOANS AS A % OF STABLE DEP & BOR	INT-BEARING LIAB AS A % OF EARNING ASSETS	NET INCOME AS A % OF AVG TANGIBLE ASSETS	COMMON STOCKHOLDER RETURN ON TANGIBLE EQUITY	ESTIMATE OF COST OF EQUITY	COMMON STOCKHOLDER NET OPERATING PROFIT AFTER-TAX RETURN ON TANGIBLE EQUITY
	1	2	3	4	5	6	7	8	9	10	11	1YR 12	1YR 13	14	1YR 15 5YR 16
ALABAMA	287	208,382	9.1	14.2	12.2	14	0	6	3	58	60	1.18	13.3	4.0	15.7
ALASKA	277	8,955	10.9	19.2	18.2	6	0	5	13	62	54	1.47	13.7	3.9	13.4
ARIZONA	295	47,660	8.9	12.9	11.0	7	0	4	16	69	52	1.85	20.9	3.8	21.9
ARKANSAS	276	139,628	10.8	16.7	14.2	11	0	5	14	69	73	1.46	13.9	4.3	14.2
CALIFORNIA	210	2,708,456	8.6	16.7	14.5	10	0	6	21	54	63	0.71	7.0	5.1	9.8
COLORADO	259	69,037	6.9	16.7	15.3	8	0	3	8	55	71	1.18	13.5	4.3	14.3
CONNECTICUT	270	229,269	11.4	16.6	15.2	35	0	5	19	82	73	1.33	15.4	3.9	13.6
DELAWARE	271	746,472	8.6	17.7	16.2	9	0	4	38	50	79	1.01	10.6	3.8	11.3
DISTRICT OF COLUMBIA	186	1,772	9.3	15.2	13.9	10	3	5	5	61	68	0.40	9.0	6.1	10.4
FLORIDA	247	274,907	9.8	17.4	15.9	9	0	5	-20	72	72	1.05	10.9	4.8	12.4
GEORGIA	274	158,136	9.5	15.6	13.5	10	0	5	14	66	65	1.23	14.1	4.2	15.0
HAWAII	268	64,905	7.8	14.7	13.4	13	0	2	10	58	64	0.89	11.7	3.8	13.9
IDAHO	260	9,191	10.2	17.5	16.3	9	0	3	16	71	58	1.20	12.4	4.7	12.7
ILLINOIS	253	585,069	9.5	15.9	14.2	15	0	4	22	75	72	1.26	15.0	4.4	14.5
INDIANA	280	128,268	9.9	15.4	13.8	9	0	5	14	66	72	1.39	15.6	4.2	16.0
IOWA	252	120,859	9.8	14.8	13.2	9	1	5	11	66	73	1.22	12.9	4.8	13.2
KANSAS	230	85,607	10.6	16.5	15.1	9	1	6	12	63	74	1.16	12.1	5.4	12.5
KENTUCKY	249	72,058	10.6	16.3	15.2	8	0	5	11	64	69	1.28	12.5	4.7	12.8
LOUISIANA	240	63,846	10.2	16.7	14.8	9	1	6	3	68	68	1.04	10.6	4.7	12.1
MAINE	252	35,210	10.4	16.2	14.7	8	0	4	17	64	73	1.29	12.6	4.0	13.8
MARYLAND	267	51,352	10.4	16.1	13.8	9	0	8	13	75	66	1.20	13.8	4.1	15.0
MASSACHUSETTS	234	665,300	9.1	16.9	15.4	10	0	3	-40	51	78	0.69	11.8	4.3	12.1
MICHIGAN	276	321,237	9.4	14.5	12.8	15	0	10	19	73	84	1.27	15.9	4.2	15.5
MINNESOTA	292	655,065	8.6	14.1	12.1	13	0	4	2	59	71	1.17	15.3	4.4	15.6
MISSISSIPPI	254	134,294	8.8	14.8	12.4	11	0	5	5	63	67	0.97	11.4	4.2	12.0
MISSOURI	277	226,202	10.1	17.6	16.0	8	0	3	15	65	68	1.50	15.7	4.2	16.2
MONTANA	281	53,605	9.1	15.1	13.3	10	0	3	14	61	64	1.57	16.1	3.8	15.6
NEBRASKA	276	95,212	10.3	15.4	13.7	12	0	4	19	70	73	1.48	14.6	4.3	14.6
NEVADA	291	24,388	15.4	30.3	28.2	9	0	7	-48	68	62	2.99	18.3	4.3	18.1
NEW HAMPSHIRE	219	14,096	10.4	15.7	14.5	8	0	2	18	67	75	0.88	8.8	4.3	9.9
NEW JERSEY	215	215,387	10.4	16.1	14.3	10	0	7	1	81	81	0.80	11.6	5.0	11.8
NEW MEXICO	254	13,570	9.7	17.9	16.7	9	0	5	11	58	61	1.46	14.8	6.0	15.3
NEW YORK	273	10,731,925	7.6	17.6	15.8	8	0	5	29	67	76	1.08	15.7	4.3	16.8
NORTH CAROLINA	254	3,586,074	7.5	16.3	14.3	9	0	4	21	50	67	0.86	12.1	4.5	12.8
NORTH DAKOTA	267	45,281	9.6	15.0	13.4	11	0	5	10	68	73	1.52	16.3	5.0	17.2
OHIO	283	633,857	9.3	15.0	12.7	11	0	6	7	62	66	1.14	12.9	3.9	13.6
OKLAHOMA	271	163,518	9.0	15.5	14.0	9	1	6	49	66	75	1.45	17.0	4.8	18.2
OREGON	287	38,149	9.4	16.5	13.4	11	0	1	29	67	59	1.50	16.1	3.9	16.6
PENNSYLVANIA	273	732,934	9.6	15.8	13.6	10	0	7	56	63	69	0.80	10.0	3.9	12.4
RHODE ISLAND	281	197,839	9.6	13.5	11.5	13	0	7	-12	68	67	0.98	11.6	3.7	12.2
SOUTH CAROLINA	240	25,029	10.3	18.1	16.9	9	0	4	13	59	69	1.03	10.6	4.6	11.8
SOUTH DAKOTA	234	54,554	12.3	20.5	18.8	17	0	10	5	66	57	2.78	18.4	4.9	18.2
TENNESSEE	259	211,816	9.3	14.2	12.3	11	0	5	4	69	69	1.22	14.1	4.2	13.5
TEXAS	245	1,395,995	8.4	20.9	19.9	6	0	3	-48	46	68	0.94	11.8	5.1	12.8
UTAH	290	191,789	11.1	16.7	15.3	17	1	4	16	90	66	1.88	21.1	4.7	19.2
VERMONT	237	6,862	9.2	16.1	14.9	10	0	4	19	59	69	1.12	12.3	4.6	13.2
VIRGINIA	283	611,632	11.1	23.9	22.0	22	0	3	17	64	80	1.55	15.9	4.1	16.0
WASHINGTON	262	106,137	9.8	15.2	13.7	11	0	3	14	64	62	1.07	11.5	3.9	12.6
WEST VIRGINIA	283	68,893	10.6	16.6	14.6	9	0	5	14	66	64	1.30	13.3	3.8	14.7
WISCONSIN	270	132,897	11.0	15.8	14.3	10	0	5	17	88	71	1.46	13.6	4.7	14.0
WYOMING	247	10,437	9.9	21.4	20.1	9	0	3	9	51	70	1.33	12.8	5.4	13.2
GUAM	167	3,013	8.2	13.9	12.7	17	1	25	-9	89	60	0.31	4.7	4.8	6.7
MICRONESIA	241	200	12.7	43.0	41.7	6	0	3	-4	29	47	1.03	7.3	3.9	7.6
PUERTO RICO	273	96,437	9.0	19.5	17.1	16	0	19	21	50	71	1.13	13.4	4.1	12.0
VIRGIN ISLANDS	283	368	8.1	NC	NC	9	0	4	18	35	36	1.60	15.6	6.4	17.4
TOTALS	261	27,273,032	8.4	17.2	15.3	10	0	5	18	62	72	1.04	13.4	4.4	14.4

LOAN PERFORMANCE										OPERATING PERFORMANCE % EARNING ASSETS						OP PROFIT MARGIN		COMPONENTS OF COMMON STOCKHOLDER NET OPERATING PROFIT (AFTER-TAX) RETURN ON TANGIBLE EQUITY										191 GROWTH							
CURRENT YIELD ON INVESTMENTS		LOANS AS A % OF EARNING ASSETS		CURRENT YIELD ON LOANS		LOANS NONCURRENT & RESTRUCTURED + REO		% CHG NONCURRENT & RESTRUCTURED + REO		LOANS TO FINANCE COMMERCIAL RE % LOANS		INC IN LOAN LOSS RES % EARNING ASSETS		NET INTEREST MARGIN		NONINTEREST INCOME		NONINTEREST EXPENSE		OPERATING PROFIT MARGIN		RISK (SD) IN OP PROFIT MARGIN		RETURN ON EARNING ASSETS (AFTER TAX)		COST OF ADJUSTED DEBT (AFTER TAX)		LEVERAGE SPREAD		LEVERAGE MULTIPLIER		RETURN ON FINANCIAL LEVERAGE		INTERNAL GROWTH OF TANGIBLE EQUITY CAPITAL	
1YR 17	18	1YR 19	20	21	22	1YR 23	24	5YR 25	1YR 26	5YR 27	1YR 28	5YR 29	1YR 30	5YR 31	1YR 32	5YR 33	1YR 34	5YR 35	1YR 36	1YR 37	1YR 38	1YR 39	5YR 40												
1.5	65	4.4	0.9	2.4	28.9	0.38	3.18	3.39	1.61	1.66	2.78	3.07	42.2	2.4	1.84	1.74	0.25	0.42	1.59	8.7	13.9	10.9	8.1												
1.5	57	5.1	0.9	3.3	54.4	0.08	3.51	3.85	1.55	1.31	2.98	3.25	41.9	2.1	1.72	1.56	0.13	0.19	1.60	7.0	11.6	4.8	2.9												
1.7	69	4.7	0.5	28.1	38.9	0.27	3.72	4.26	0.77	0.64	1.97	2.35	59.3	2.4	2.36	2.37	0.20	0.39	2.15	9.2	19.5	18.7	17.6												
1.5	68	5.0	0.8	-4.3	51.3	0.19	3.49	3.89	1.78	1.60	3.05	3.26	44.6	3.1	2.16	2.21	0.49	0.65	1.67	7.5	12.1	10.7	9.5												
1.5	54	3.5	0.6	101.2	21.0	0.29	2.31	2.84	2.14	2.19	3.27	3.13	24.7	5.6	1.12	1.72	0.27	0.49	0.85	10.5	8.7	7.8	7.4												
1.2	63	4.6	0.4	78.3	35.4	0.19	3.18	3.58	1.17	0.97	2.63	2.84	40.7	3.0	1.62	1.61	0.23	0.33	1.39	9.2	12.7	9.9	7.7												
1.1	74	8.3	0.6	4.7	21.2	0.53	5.93	8.40	0.63	0.60	2.94	3.49	47.8	1.9	2.70	3.43	0.77	1.14	1.93	7.1	10.9	5.2	8.5												
0.9	42	4.4	0.9	-11.7	18.4	0.16	2.23	2.56	1.10	1.04	1.88	2.18	43.0	2.5	1.46	1.61	0.28	0.70	1.18	8.5	9.8	10.6	8.2												
1.2	65	4.5	1.1	282.7	55.6	0.27	3.05	3.12	1.48	0.62	3.60	3.02	0.0	8.0	0.97	0.87	0.25	0.32	0.72	8.9	9.4	8.1	1.7												
1.3	71	3.7	0.6	14.6	32.8	0.28	2.50	2.92	5.25	6.06	5.92	6.98	32.0	5.0	1.97	2.16	0.48	0.71	1.49	8.2	10.4	9.4	6.7												
1.4	72	4.6	0.7	2.8	43.8	0.22	3.33	3.77	1.24	1.06	2.67	3.01	41.0	3.3	1.88	1.82	0.36	0.48	1.52	8.7	13.1	10.5	3.9												
1.8	65	3.5	0.3	12.9	25.7	0.31	2.77	3.14	0.89	0.93	2.12	2.43	42.3	1.6	1.40	1.46	0.16	0.28	1.24	10.0	12.5	8.3	4.8												
1.2	66	5.2	0.4	-22.5	40.7	0.13	3.72	4.17	0.80	0.87	2.71	3.21	41.1	4.4	1.58	1.59	0.23	0.29	1.35	8.9	11.1	11.6	8.9												
1.2	58	5.1	0.7	-3.0	25.1	0.32	3.35	3.72	2.05	2.11	3.12	3.31	39.1	2.7	2.05	2.25	0.51	0.79	1.54	9.1	12.4	10.4	10.0												
1.9	71	4.2	0.7	27.4	37.6	0.16	3.17	3.41	1.38	1.23	2.55	2.77	44.8	3.6	1.97	1.91	0.39	0.57	1.58	8.6	14.0	12.2	9.1												
1.7	65	4.6	0.8	48.6	32.4	0.14	3.20	3.46	0.83	0.82	2.32	2.56	43.2	2.8	1.90	1.97	0.52	0.68	1.38	8.2	11.3	8.0	6.7												
1.6	65	4.7	1.0	38.8	31.0	0.16	3.13	3.26	1.25	1.05	2.62	2.71	39.4	3.6	1.99	1.95	0.54	0.70	1.45	8.0	10.5	5.4	4.3												
1.4	69	4.9	0.8	18.8	38.4	0.15	3.46	3.72	1.27	1.18	2.98	3.22	37.1	3.1	1.91	1.89	0.45	0.57	1.46	7.6	10.9	7.7	6.4												
1.3	71	5.4	1.0	-11.3	43.3	0.28	3.81	4.08	0.96	0.91	3.10	3.38	34.6	3.3	1.84	1.78	0.51	0.62	1.33	7.7	10.2	8.7	6.5												
1.9	76	4.3	0.5	12.6	41.0	0.23	3.35	3.45	1.17	0.97	2.79	2.95	36.5	3.2	1.95	1.68	0.40	0.60	1.55	8.0	11.9	12.0	8.2												
1.2	78	4.6	1.1	27.1	55.2	0.28	3.38	3.72	1.05	0.93	2.44	2.73	46.0	3.5	2.06	2.02	0.48	0.65	1.58	8.0	13.0	10.2	8.5												
1.0	42	3.8	0.6	6.3	19.6	0.10	2.24	2.59	3.03	3.23	3.68	3.89	30.5	2.2	1.52	1.52	0.39	0.57	1.12	10.5	10.5	4.7	6.6												
1.4	71	5.0	1.5	49.5	14.8	0.17	2.80	2.72	2.28	2.20	3.23	3.19	35.9	3.1	2.40	2.33	0.96	1.33	1.44	9.1	13.1	13.2	8.1												
1.4	61	3.9	0.2	847.5	18.7	0.17	2.69	3.05	1.83	2.07	2.72	2.96	40.0	2.8	1.65	1.97	0.27	0.52	1.39	10.1	13.9	9.6	9.6												
1.6	70	4.5	0.7	-31.0	42.4	0.18	3.28	3.58	1.41	1.33	2.98	3.23	36.4	2.6	1.54	1.68	0.37	0.50	1.17	8.9	10.4	7.8	6.9												
1.6	63	4.3	0.5	7.4	33.9	0.16	3.05	3.31	3.61	3.40	4.53	4.74	36.9	2.4	2.07	1.90	0.34	0.48	1.73	8.2	14.1	12.5	9.1												
1.7	62	4.9	0.5	0.4	48.1	0.11	3.64	3.95	1.12	1.03	2.60	2.85	45.2	2.4	1.93	1.93	0.19	0.32	1.74	8.1	13.7	9.1	6.8												
1.6	70	5.4	0.6	26.6	33.3	0.17	3.90	4.27	1.29	1.27	2.94	3.27	43.1	2.2	2.13	2.08	0.47	0.62	1.67	7.5	12.5	11.9	8.8												
1.1	75	5.4	1.0	89.3	38.7	0.20	3.86	4.00	9.87	12.85	9.32	9.65	45.3	6.4	3.96	5.37	0.62	0.90	3.34	7.6	14.1	15.4	15.5												
1.4	79	4.3	0.3	-3.9	39.9	0.19	3.35	3.47	0.62	0.62	2.73	2.98	30.7	3.4	1.47	1.31	0.41	0.51	1.06	7.9	8.4	9.6	7.1												
1.2	73	4.1	1.0	38.9	46.8	0.12	2.54	2.81	1.57	1.60	2.76	2.90	36.2	28.8	1.73	1.88	0.68	0.86	1.05	9.3	10.1	7.5	5.5												
1.5	58	5.5	1.0	55.3	46.6	0.19	3.66	3.87	0.79	0.95	2.72	3.01	38.9	4.1	1.94	2.05	0.24	0.35	1.70	7.8	13.4	7.2	5.4												
1.2	31	3.5	1.3	32.0	11.6	0.15	1.54	1.83	2.88	2.85	2.83	3.00	37.4	2.3	1.60	1.75	0.35	0.76	1.25	12.0	15.2	12.6	8.5												
1.1	42	3.3	0.6	23.0	11.7	0.10	1.90	2.17	1.80	1.93	2.49	2.56	32.5	3.2	1.20	1.55	0.19	0.54	1.01	11.6	11.6	8.2	7.7												
1.1	73	4.9	0.7	-9.2	32.5	0.28	3.63	3.81	2.17	2.54	3.53	4.02	39.4	5.3	2.27	2.24	0.43	0.47	1.83	8.2	14.9	12.9	10.6												
1.6	67	3.8	0.7	-2.3	19.1	0.16	2.80	3.08	1.63	1.70	2.69	2.91	39.3	2.0	1.63	1.81	0.29	0.53	1.34	9.0	12.0	8.2	7.8												
1.8	68	4.6	0.8	88.0	37.4	0.28	3.33	3.46	1.72	1.46	2.95	3.14	41.6	3.4	2.19	2.06	0.42	0.63	1.77	9.1	16.0	15.0	9.0												
1.0	77	4.3	0.1	-53.5	47.6	0.23	3.29	3.84	1.79	1.40	2.93	3.23	42.3	2.6	2.04	1.80	0.28	0.41	1.76	8.3	14.5	12.3	-14.5												
1.4	64	3.6	1.0	32.2	25.3	0.32	2.56	2.89	1.52	1.86	2.60	2.90	36.7	2.1	1.54	1.86	0.27	0.56	1.24	8.9	10.9	7.7	7.7												
1.5	76	3.6	0.1	-82.3	17.5	0.16	2.74	2.99	1.43	1.24	2.53	2.55	39.4	0.7	1.46	1.65	0.31	0.56	1.15	9.5	10.8	7.4	7.8												
1.3	66	5.1	0.6	-10.7	43.5	0.24	3.53	3.82	1.11	0.97	3.01	3.30	34.4	3.7	1.62	1.49	0.33	0.45	1.29	7.8	10.2	9.5	6.4												
1.4	68	7.5	1.6	18.0	31.3	0.32	5.18	5.66	3.08	3.20	4.26	4.51	41.5	4.2	3.46	3.36	0.38	0.59	3.08	7.6	14.8	13.1	4.3												
1.1	73	4.3	0.7	5.6	40.3	0.08	2.98	3.53	1.37	1.05	2.71	2.72	37.8	2.8	1.72	2.07	0.40	0.73	1.32	9.1	11.8	9.3	4.2												
1.3	43	4.0	0.7	85.7	20.2	0.11	2.46	2.87	1.67	1.83	2.74	3.00	35.7	4.2	1.28	1.47	0.20	0.32	1.08	11.8	11.5	9.1	7.9												
1.2	67	6.3	0.7	2.4	28.1	0.35	4.47	5.14	1.53	1.52	3.11	3.12	50.6	3.1	2.76	2.90	0.57	0.74	2.19	8.1	16.8	11.7	10.6												
1.4	73	4.3	0.6	49.7	30.5	0.20	3.22	3.51	1.24	1.14	2.98	3.37	32.9	3.6	1.70	1.42	0.36	0.43	1.34	8.4	11.5	11.2	7.0												
2.0	57	7.1	0.8	10.1	18.2	0.47	4.77	6.13	1.19	1.43	3.31	4.11	43.9	2.0	2.49	2.40	0.47	0.83	2.02	7.2	13.5	14.5	9.4												

BANK FINANCIAL QUARTERLY
DATA ENDING 1st QTR, 2021

NATIONAL AVERAGES

U.S. Commercial Banks
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			RANK	SIZE	CAPITAL RATIOS			LOAN RISK %TIER I			LIQUIDITY			ROA	ROE VS COE				
			RANK OF FINANCIAL RATIOS	TOTAL ASSETS DOLLARS IN MILLIONS	TIER I CAPITAL AS A % OF ASSETS	TIER I & II CAPITAL % RISK-BASED ASSETS	TIER I CAPITAL AS A % OF RISK-BASED ASSETS	LOAN LOSS RESERVE	LOANS 90 DAYS OR MORE PAST DUE	LOANS NONACCRUAL & RESTRUCTURED + REQ	BALANCE SHEET CASH FLOW % TIER I CAPITAL	ILLIQUID LOANS AS A % OF STABLE DEP & BOR	INT-BEARING LIAB AS A % OF EARNING ASSETS	NET INCOME AS A % OF AVG TANGIBLE ASSETS	COMMON STOCKHOLDER RETURN ON TANGIBLE EQUITY	ESTIMATE OF COST OF EQUITY	COMMON STOCKHOLDER NET OPERATING PROFIT AFTER-TAX RETURN ON TANGIBLE EQUITY		
			1	2	3	4	5	6	7	8	9	10	11	1YR 12	1YR 13	14	1YR 15	5YR 16	
Totals and Averages	5023	21Q1	261	22,572,575	8.9	17.4	16.2	10	0	5	14	58	69	0.99	11.6	5.0	12.8	12.7	
Totals and Averages	5046	20Q4	266	21,892,108	8.8	16.9	15.8	12	0	5	7	60	70	0.76	9.2	3.4	12.5	12.4	
Totals and Averages	5080	20Q3	273	21,228,225	8.8	16.8	15.6	13	0	5	11	62	70	0.87	9.9	3.4	13.7	13.4	
Totals and Averages	4511	20Q2	241	20,196,051	8.7	16.2	15.0	11	1	6	1	63	71	0.91	9.8	2.9	13.8	12.8	
Totals and Averages	4546	20Q1	282	19,054,204	9.3	15.5	14.4	11	0	4	-6	70	73	1.10	12.0	2.7	13.5	12.3	
Totals and Averages	4605	19Q4	275	17,512,476	9.7	15.9	14.8	7	0	4	1	73	74	1.31	14.0	4.7	13.4	12.1	
Totals and Averages	4669	19Q3	277	17,340,162	9.7	15.9	14.8	7	0	4	-1	74	74	1.33	14.5	4.2	13.8	12.1	
Totals and Averages	4713	19Q2	280	17,137,183	9.8	16.1	15.0	7	0	4	-3	74	74	1.38	15.1	5.0	14.4	12.0	
Totals and Averages	4773	19Q1	275	16,959,572	9.8	16.0	14.9	7	1	5	-5	79	74	1.38	15.0	5.6	14.3	11.6	
Totals and Averages	4798	18Q4	272	16,765,756	9.7	15.9	14.8	7	1	5	5	79	73	1.37	12.3	5.1	12.1	9.8	
Totals and Averages	4864	18Q3	262	16,523,759	9.8	15.9	14.8	7	1	5	3	80	73	1.19	10.8	5.4	10.6	9.7	
Totals and Averages	4920	18Q2	259	16,406,081	9.7	15.8	14.7	7	1	5	6	78	72	1.13	10.3	5.0	10.1	9.5	
Totals and Averages	4964	18Q1	255	16,364,556	9.6	15.7	14.6	7	1	5	8	77	72	1.04	9.4	5.0	9.3	9.5	
Totals and Averages	5003	17Q4	252	16,254,466	9.6	15.7	14.6	7	1	5	3	78	72	0.97	8.8	4.6	8.7	9.4	
Totals and Averages	5065	17Q3	261	16,108,682	9.7	15.7	14.6	7	1	6	4	76	71	1.09	9.9	4.8	9.8	9.5	
Totals and Averages	5098	17Q2	261	15,923,808	9.7	15.6	14.5	7	1	6	4	76	71	1.09	9.9	4.8	9.7	9.5	
Totals and Averages	5148	17Q1	257	15,822,774	9.5	15.4	14.3	8	1	6	0	74	72	1.07	9.7	5.1	9.6	9.6	
Totals and Averages	5199	16Q4	255	15,660,255	9.4	15.2	14.1	8	1	7	-1	75	72	1.04	9.5	5.2	9.4	9.4	
Totals and Averages	5257	16Q3	259	15,669,124	9.5	15.1	13.9	8	1	7	2	75	72	1.03	9.4	3.9	9.3	9.2	
Totals and Averages	5325	16Q2	267	15,457,350	9.5	14.9	13.8	8	1	7	3	75	72	1.02	9.3	3.9	9.2	9.2	
Totals and Averages	5377	16Q1	255	15,233,288	9.6	16.2	15.0	8	1	8	4	74	72	1.03	9.4	4.4	9.3	9.1	
Totals and Averages	5428	15Q4	252	14,923,990	9.5	14.9	13.7	8	1	7	6	75	72	1.05	9.6	5.1	9.3	9.1	
Totals and Averages	5502	15Q3	249	14,755,878	9.6	14.9	13.6	8	1	8	5	75	72	1.03	9.4	4.9	9.0	9.0	
Totals and Averages	5566	15Q2	245	14,708,056	9.5	14.7	13.5	8	1	8	4	74	72	1.03	9.4	5.3	9.0	8.9	
Totals and Averages	5627	15Q1	248	14,743,903	9.4	14.7	13.3	8	1	8	6	73	72	1.02	9.4	4.4	9.0	8.8	
Totals and Averages	5697	14Q4	244	14,488,508	9.4	14.8	13.4	9	2	9	7	76	73	1.02	9.3	4.8	9.0	8.7	
Totals and Averages	5764	14Q3	242	14,297,065	9.4	14.8	13.4	9	2	10	5	73	73	1.06	9.6	5.6	9.1	8.4	
Totals and Averages	5819	14Q2	239	14,113,544	9.5	14.8	13.4	9	2	10	7	74	73	1.03	9.4	6.1	9.0	8.2	
Totals and Averages	5867	14Q1	238	13,861,395	9.5	15.4	13.6	10	2	11	1	74	73	1.05	9.6	6.6	9.1	8.1	
Totals and Averages	5938	13Q4	237	13,677,917	9.3	15.2	13.3	10	2	12	8	75	74	1.09	9.9	7.5	9.3	8.2	
Totals and Averages	11996	13Q3	172	27,089,266	9.3	15.2	13.3	11	2	13	4	76	74	1.06	9.6	7.1	9.1	8.1	
Totals and Averages	6041	13Q2	236	13,357,211	9.2	15.1	13.1	12	3	14	3	76	74	1.18	10.1	5.9	9.3	8.0	
Totals and Averages	6111	13Q1	228	13,371,151	9.1	15.2	13.2	13	3	16	7	76	74	1.13	9.5	5.5	8.6	8.1	
Totals and Averages	6168	12Q4	223	13,404,196	9.0	15.7	13.6	13	4	17	2	78	74	1.10	9.2	5.4	8.1	8.0	
Totals and Averages	6248	12Q3	223	13,086,376	9.2	15.8	13.8	14	4	18	12	81	74	1.07	8.7	5.3	9.3	8.0	
Totals and Averages	6304	12Q2	224	12,917,317	9.2	15.9	13.7	15	4	18	5	82	74	1.29	8.6	5.3	8.1	8.1	
Totals and Averages	6357	12Q1	220	12,813,995	9.1	16.0	13.7	16	4	20	6	81	75	1.39	8.3	5.9	7.9	8.7	
Totals and Averages	6396	11Q4	216	12,780,023	9.0	15.7	13.3	17	5	20	6	82	74	1.25	8.0	5.6	7.5	8.8	
Totals and Averages	6461	11Q3	216	12,700,437	9.1	15.9	13.4	18	5	21	-5	82	75	1.45	8.9	6.7	8.0	8.6	
Totals and Averages	6528	11Q2	203	12,516,657	9.1	16.2	13.7	18	6	23	-3	92	77	1.33	6.9	7.4	6.7	7.6	
Totals and Averages	6576	11Q1	204	12,311,285	9.1	16.1	13.6	20	6	24	0	88	78	1.09	6.7	7.6	6.4	7.6	
Totals and Averages	6653	10Q4	204	12,219,677	8.8	16.2	13.5	21	7	26	-2	90	78	1.07	6.1	7.2	6.2	8.0	
Totals and Averages	6750	10Q3	204	12,287,835	8.9	16.4	13.7	22	8	28	-11	93	79	1.34	4.4	6.6	5.8	8.3	
Totals and Averages	6805	10Q2	196	12,123,158	8.7	15.8	13.1	24	8	29	-23	94	80	0.87	3.1	7.1	5.0	8.8	
Totals and Averages	6898	10Q1	192	12,237,911	8.5	15.3	12.6	26	10	31	-18	97	80	0.57	1.8	7.8	4.8	8.5	
Totals and Averages	6964	09Q4	191	11,988,166	8.7	14.4	11.7	22	9	31	-6	92	80	0.28	1.5	7.5	5.6	8.6	
Totals and Averages	7037	09Q3	190	11,967,775	8.5	14.3	11.5	22	8	31	28	96	81	0.44	0.9	7.5	6.8	10.9	
Totals and Averages	7120	09Q2	205	12,000,356	8.2	13.9	11.1	21	8	27	-12	108	81	0.24	2.4	6.9	9.0	11.5	
Totals and Averages	7164	09Q1	205	12,113,998	8.0	13.7	10.8	19	7	23	-13	110	82	0.49	3.5	6.1	9.7	12.1	
Totals and Averages	7213	08Q4	189	12,430,170	7.6	13.1	10.1	18	6	19	-35	115	84	0.49	3.5	6.3	8.1	12.3	
Totals and Averages	7277	08Q3	195	12,165,296	7.8	12.5	9.7	16	2	16	-61	124	85	0.82	5.6	7.0	9.8	12.8	
Totals and Averages	7335	08Q2	194	11,541,261	7.7	12.5	9.7	14	2	13	-22	131	84	0.81	6.0	7.0	10.0	12.6	
Totals and Averages	7375	08Q1	201	11,611,548	7.6	12.4	9.6	12	2	11	-37	130	84	1.13	8.1	6.7	10.7	12.8	
Totals and Averages	7418	07Q4	207	11,296,040	7.7	12.4	9.6	11	2	8	-24	130	84	1.28	9.5	6.8	11.1	13.0	
Totals and Averages	7436	07Q3	222	10,900,033	7.9	12.3	9.7	9	2	6	3	131	84	1.61	11.9	7.1	12.4	14.4	
Totals and Averages	7482	07Q2	229	10,513,274	7.8	12.4	9.8	9	1	5	-4	133	83	2.26	13.3	7.0	13.3	14.6	
Totals and Averages	7513	07Q1	228	10,235,686	7.9	12.5	10.0	9	1	4	3	133	83	2.23	12.8	6.8	12.8	14.6	

CURRENT YIELD ON INVESTMENTS	LOAN PERFORMANCE						OPERATING PERFORMANCE % EARNING ASSETS						OP PROFIT MARGIN		COMPONENTS OF COMMON STOCKHOLDER NET OPERATING PROFIT (AFTER-TAX) RETURN ON TANGIBLE EQUITY								193 GROWTH	
	LOANS AS A % OF EARNING ASSETS	CURRENT YIELD ON LOANS	LOANS NONCURRENT & RESTRUCTURED + REO	% CHG NONCURRENT & RESTRUCTURED + REO	LOANS TO FINANCE COMMERCIAL RE % LOANS	INC IN LOAN LOSS RES % EARNING ASSETS	NET INTEREST MARGIN	NONINTEREST INCOME	NONINTEREST EXPENSE	OPERATING PROFIT MARGIN	RISK (SD) IN OP PROFIT MARGIN	RETURN ON EARNING ASSETS (AFTER TAX)	COST OF ADJUSTED DEBT (AFTER TAX)	LEVERAGE SPREAD	LEVERAGE MULTIPLIER	RETURN ON FINANCIAL LEVERAGE	INTERNAL GROWTH OF TANGIBLE EQUITY CAPITAL							
1YR 17	18	1YR 19	20	21	22	1YR 23	1YR 24	5YR 25	1YR 26	5YR 27	1YR 28	5YR 29	1YR 30	5YR 31	1YR 32	5YR 33	1YR 34	5YR 35	1YR 36	5YR 37	1YR 38	1YR 39	5YR 40	
1.2	52	4.2	1.0	29.3	21.0	0.26	2.60	3.01	1.64	1.66	2.59	2.68	39.8	3.8	1.54	1.77	0.24	0.48	1.29	9.1	11.3	9.0	4.6	
1.4	54	4.4	1.0	47.6	20.9	0.46	2.74	3.05	1.62	1.67	2.64	2.71	40.1	3.3	1.64	1.76	0.35	0.50	1.26	8.9	10.9	7.4	4.3	
1.7	55	4.6	1.0	35.4	20.8	0.49	2.89	3.09	1.66	1.68	2.68	2.70	41.4	3.2	1.83	1.81	0.49	0.51	1.33	9.1	11.8	12.3	6.5	
2.0	57	4.8	0.9	30.7	20.4	0.51	3.01	3.08	1.71	1.71	2.74	2.71	42.6	3.2	2.03	1.80	0.63	0.50	1.38	8.7	11.8	10.7	6.0	
2.3	60	5.2	0.8	4.6	20.6	0.26	3.20	3.10	1.80	1.77	2.91	2.80	42.4	3.3	2.17	1.77	0.80	0.51	1.37	8.4	11.4	6.0	4.6	
2.5	61	5.3	0.7	-0.1	21.3	0.04	3.29	3.15	1.82	1.77	2.97	2.82	42.7	3.4	2.22	1.75	0.86	0.49	1.35	8.4	11.2	3.4	4.1	
2.5	61	5.4	0.8	3.3	21.3	0.04	3.34	3.16	1.81	1.77	2.97	2.84	43.1	3.5	2.26	1.71	0.87	0.46	1.38	8.5	11.6	3.4	4.2	
2.5	61	5.4	0.8	0.1	21.1	0.04	3.36	3.16	1.81	1.79	2.96	2.86	43.7	3.6	2.27	1.66	0.82	0.43	1.44	8.6	12.2	3.9	4.3	
2.4	61	5.2	0.9	9.0	21.2	0.04	3.35	3.14	1.84	1.79	2.98	2.87	43.3	3.7	2.19	1.61	0.75	0.40	1.44	8.5	12.1	4.3	4.4	
2.3	61	5.1	0.8	-6.2	21.0	0.08	3.33	3.13	1.86	1.80	2.96	2.85	43.7	3.7	2.14	1.59	0.68	0.37	1.45	7.0	9.9	4.0	4.0	
2.2	61	5.0	0.9	-4.0	21.2	0.08	3.30	3.12	1.86	1.83	2.96	2.85	43.0	3.7	1.85	1.55	0.57	0.34	1.26	7.0	8.7	3.5	4.2	
2.1	61	4.9	0.9	-5.9	21.1	0.09	3.28	3.11	1.89	1.83	2.99	2.88	42.6	3.7	1.72	1.51	0.49	0.31	1.22	7.0	8.4	3.3	4.1	
2.1	60	4.7	1.0	-13.7	21.1	0.09	3.22	3.11	1.79	1.90	2.89	2.92	42.3	3.6	1.57	1.50	0.41	0.29	1.13	7.0	7.8	3.4	4.1	
2.0	60	4.6	1.0	-13.3	20.9	0.09	3.19	3.11	1.79	1.92	2.89	2.93	42.0	3.5	1.42	1.48	0.35	0.28	1.06	6.9	7.3	3.1	4.1	
1.9	60	4.6	1.1	-11.2	20.9	0.09	3.14	3.10	1.77	1.89	2.83	2.92	42.6	3.5	1.54	1.48	0.32	0.28	1.20	7.0	8.2	4.2	4.2	
1.9	60	4.5	1.1	2.2	20.9	0.09	3.11	3.10	1.79	1.90	2.84	2.95	42.3	3.5	1.52	1.47	0.29	0.27	1.20	7.0	8.2	4.3	4.2	
1.8	59	4.4	1.2	7.6	20.8	0.09	3.08	3.10	1.77	1.91	2.83	2.96	41.8	3.5	1.48	1.49	0.28	0.27	1.18	7.0	8.1	4.5	4.1	
1.8	60	4.4	1.3	19.6	20.5	0.11	3.07	3.13	1.77	1.94	2.83	3.00	41.5	3.6	1.46	1.47	0.27	0.28	1.17	6.9	8.0	4.8	4.1	
1.7	59	4.3	1.3	14.6	20.2	0.11	3.02	3.12	1.80	1.95	2.85	3.03	40.9	3.6	1.41	1.46	0.25	0.28	1.15	6.9	7.9	4.8	3.9	
1.7	59	4.3	1.4	16.3	20.0	0.11	3.02	3.15	1.83	1.95	2.89	3.05	40.4	3.6	1.39	1.47	0.24	0.29	1.14	6.9	7.8	4.8	3.9	
1.7	59	4.3	1.5	13.0	20.0	0.11	3.03	3.17	1.81	1.96	2.90	3.08	40.0	3.7	1.41	1.48	0.24	0.30	1.15	7.0	7.9	4.4	3.7	
1.7	59	4.3	1.4	0.3	19.8	0.09	3.02	3.21	1.84	1.99	2.92	3.12	39.9	3.7	1.40	1.50	0.23	0.32	1.16	7.0	7.9	4.2	3.6	
1.7	59	4.3	1.5	-5.6	19.7	0.08	3.01	3.22	1.81	1.99	2.95	3.12	38.5	3.7	1.38	1.49	0.23	0.33	1.12	7.0	7.6	3.9	3.3	
1.7	58	4.4	1.5	-13.6	19.2	0.09	3.02	3.23	1.90	2.01	3.04	3.14	37.9	3.8	1.35	1.51	0.23	0.35	1.12	7.0	7.7	3.9	3.2	
1.7	57	4.4	1.6	-13.4	19.1	0.09	3.04	3.25	1.91	2.01	3.07	3.15	37.5	4.0	1.39	1.50	0.24	0.36	1.12	7.0	7.6	4.1	3.2	
1.7	57	4.5	1.8	-8.8	18.8	0.09	3.08	3.30	1.92	2.04	3.11	3.18	37.2	4.2	1.40	1.51	0.25	0.39	1.12	7.0	7.6	4.0	3.2	
1.8	58	4.5	1.9	-7.5	18.7	0.09	3.11	3.29	1.93	2.06	3.11	3.19	37.6	4.4	1.41	1.51	0.25	0.41	1.15	6.9	7.7	3.9	3.3	
1.8	58	4.5	2.0	-13.9	18.6	0.11	3.13	3.33	1.94	2.07	3.17	3.20	36.8	4.9	1.44	1.51	0.27	0.44	1.14	6.9	7.6	3.6	3.1	
1.8	58	4.6	2.2	-13.9	18.7	0.11	3.17	3.36	1.99	2.08	3.19	3.21	37.4	5.1	1.47	1.53	0.28	0.46	1.17	6.9	7.7	3.7	3.3	
1.8	58	4.7	2.3	-17.4	18.6	0.12	3.20	3.38	2.07	2.11	3.21	3.22	38.0	5.2	1.50	1.56	0.30	0.50	1.20	6.8	7.8	4.1	3.7	
1.8	58	4.7	2.5	-17.7	18.4	0.12	3.22	3.39	2.07	2.20	3.28	3.30	37.1	5.3	1.52	1.57	0.31	0.50	1.18	6.8	7.6	3.4	3.9	
1.9	58	5.0	2.7	-8.7	18.1	0.10	3.26	3.38	2.12	2.23	3.29	3.30	37.9	5.3	1.55	1.60	0.33	0.53	1.20	6.7	7.7	4.8	4.4	
1.9	58	5.1	3.0	-10.7	18.2	0.11	3.31	3.40	2.03	2.30	3.33	3.32	36.5	5.7	1.49	1.65	0.35	0.59	1.13	6.7	7.1	4.4	4.4	
2.0	58	5.1	3.1	-9.5	18.3	0.11	3.36	3.35	2.02	2.39	3.39	3.31	35.6	5.9	1.47	1.75	0.37	0.68	1.07	6.7	6.7	3.7	4.5	
2.1	59	5.2	3.3	-8.9	18.4	0.14	3.41	3.39	1.96	2.25	3.39	3.32	35.5	5.8	1.62	1.75	0.40	0.74	1.20	6.6	7.7	4.1	4.6	
2.1	59	5.3	3.2	-15.2	18.6	0.14	3.46	3.34	2.37	2.29	3.58	3.27	36.1	5.9	1.51	1.82	0.43	0.81	1.08	6.6	6.6	4.1	4.5	
2.2	59	5.3	3.5	-10.5	19.0	0.14	3.48	3.49	2.39	2.34	3.60	3.35	36.7	6.1	1.51	2.00	0.46	0.96	1.05	6.6	6.4	4.2	4.9	
2.3	58	5.4	3.6	-20.0	18.7	0.15	3.50	3.50	2.27	2.41	3.58	3.38	35.8	6.0	1.61	2.08	0.49	1.03	1.00	6.5	6.0	3.9	4.8	
2.3	58	5.4	3.8	-20.6	18.9	0.05	3.48	3.46	2.39	2.45	3.55	3.40	37.8	6.0	1.59	2.12	0.53	1.10	1.07	6.5	6.4	3.4	4.4	
2.4	58	5.4	4.0	-18.4	19.3	0.16	3.51	3.79	3.20	2.32	4.38	3.42	36.5	7.0	1.48	2.42	0.57	1.47	0.90	6.4	5.2	2.8	4.5	
2.5	59	5.5	4.4	-16.1	19.9	0.18	3.56	3.85	3.01	2.36	4.17	3.44	37.6	6.9	1.57	2.48	0.60	1.54	0.85	6.4	5.0	3.2	4.7	
2.5	60	5.5	4.7	0.4	20.0	0.21	3.60	3.89	3.24	2.45	4.26	3.48	39.2	7.1	1.43	2.61	0.63	1.62	0.78	6.4	4.8	3.3	4.7	
2.7	60	5.5	5.0	11.1	20.3	0.40	3.57	3.87	3.19	2.52	4.18	3.50	40.2	6.8	1.40	2.69	0.67	1.68	0.72	6.4	4.4	3.6	4.8	
2.8	61	5.5	5.1	30.1	20.9	0.41	3.57	3.96	3.12	2.56	4.18	3.54	40.2	6.7	1.40	2.87	0.72	1.79	0.60	6.5	3.7	2.3	4.6	
3.0	62	5.6	5.4	67.0	21.1	0.55	3.56	3.94	3.00	2.66	3.95	3.60	40.8	6.4	1.48	2.92	0.79	1.87	0.55	6.6	3.5	3.3	4.5	
3.0	61	5.6	5.3	113.6																				

Funds Availability Schedule

For determining the availability of deposits, every day is a business day, except Saturdays, Sundays, and Federal holidays. Deposits made before 7:00 p.m. ** on a business day that we are open are available to you on the business day following your deposit.

The county will be given credit as collected funds for all items cleared through Ozark Bank on the same day as the deposit.

Items deposited cleared through other banks will be considered collected on the next business day following the day of deposit.

Incoming wire transfers shall be credited as collected on the day received (if received by our cutoff time, which is typically 3:00 p.m.)

** Items deposited via Remote Deposit Capture may have an earlier deposit cutoff to assure timely processing of the image file. That cutoff is typically 3:00 p.m.



Bank Contact Information

Primary Bank Contact: John R. Hedgpeth
Chief Financial Officer
106-112 N. 2nd Avenue
Ozark, MO 65721
Phone: 417-581-2321 [ext 5073]
Fax: 417-581-2235
Email: jhedgpeth@ozarkbank.com

Alternate Bank Contacts: Nathan Toliver
Assistant Vice President / Controller
106-112 N. 2nd Avenue
Ozark, MO 65721
Phone: 417-581-2321 [ext 5024]
Fax: 417-581-2235
Email: ntoliver@ozarkbank.com

Harold Phillips
Senior Vice President
106-112 N. 2nd Avenue
Ozark, MO 65721
Phone: 417-581-2321 [ext 5046]
Fax: 417-581-2838
Email: hphillips@ozarkbank.com

Charlotte Terry
Vice President / Deposit Operations Manager
106-112 N. 2nd Avenue
Ozark, MO 65721
Phone: 417-581-2321 [ext 5057]
Fax: 417-581-6641
Email: cterry@ozarkbank.com





ESTABLISHED
1906

P.O. BOX 220
OZARK, MISSOURI 65721
581-2321

CHRISTIAN COUNTY TREASURER
COUNTY FUNDS
HOLD
DO NOT MAIL

Account Number: *****3701
Statement Date: 5/31/21
Page Number: 1
Items: 410
* * * * TRUNCATED * * * *

****PRIVACY NOTICE****

Federal law requires us to tell you how we collect, share, and protect your personal information. Our privacy policy has not changed and you may review our policy and practices with respect to your personal information at www.ozarkbank.com/assets/privacy_disclosure_as_of_2-19-13-2.pdf or we will mail you a free copy upon request if you call us at 417-581-2321.

BUSINESS PROGRESS		#:*****3701	
Previous Balance on	4/30/21		\$ 21,354,817.43
32 Deposits and Other Additions (Credits)			+ 1,716,745.15
424 Checks and Other Charges (Debits)			- 1,498,178.00
Current Balance on 5/31/21			\$ 21,573,384.58

Checking Account Transactions

5/03/21	Regular Deposit		10,324.87 +
5/04/21	Direct Deposit	015 TREAS 310 MISC PAY	1,184.28 +
5/05/21	Regular Deposit		67.96 +
5/05/21	Regular Deposit		162,246.45 +
5/06/21	Direct Deposit	MO DEPT REVENUE MO SU TAX 0 - COUNTY LAW ENFORCEMENT	205,323.46 +
5/06/21	Direct Deposit	MO DEPT REVENUE MO SU TAX 1 - ADDITIONAL COUNTY LAW ENFORCEMENT	207,901.83 +
5/06/21	Direct Deposit	MO DEPT REVENUE MO SU TAX 0 - COUNTY	410,647.37 +
5/06/21	Regular Deposit		1,312.50 +
5/06/21	Misc Credit Adj	Transfer from DDA *****8369	400.00 +
5/07/21	Direct Deposit	015 TREAS 310 MISC PAY	3,981.75 +
5/10/21	Direct Deposit	015 TREAS 310 MISC PAY	1,018.56 +
5/10/21	Regular Deposit		107,264.28 +
5/11/21	Regular Deposit		19,471.98 +
5/11/21	Regular Deposit		299,111.25 +
5/12/21	Direct Deposit	ST. OF MISSOURI VENDOR PAY ZZ*ST. OF MISSOURI*ZZ*VEN DOR PAYMENTS*210510	52,891.04 +
5/12/21	Regular Deposit		5,226.61 +
5/13/21	Direct Deposit	ST. OF MISSOURI VENDOR PAY ZZ*ST. OF MISSOURI*ZZ*VEN DOR PAYMENTS*210511	5,330.55 +
5/14/21	Regular Deposit		7,326.47 +
5/17/21	Regular Deposit		21,638.43 +
5/18/21	Regular Deposit		25,429.46 +
5/19/21	Direct Deposit	ST. OF MISSOURI VENDOR PAY ZZ*ST. OF MISSOURI*ZZ*VEN DOR PAYMENTS*210517	1,788.09 +
5/20/21	Regular Deposit		14,986.06 +
5/21/21	Direct Deposit	015 TREAS 310 MISC PAY	285.86 +
5/21/21	Direct Deposit	ST. OF MISSOURI VENDOR PAY ZZ*ST. OF MISSOURI*ZZ*VEN DOR PAYMENTS*210519	6,863.95 +
5/24/21	Direct Deposit	ST. OF MISSOURI VENDOR PAY ZZ*ST. OF MISSOURI*ZZ*VEN DOR PAYMENTS*210520	1,635.62 +
5/24/21	Direct Deposit	ST. OF MISSOURI VENDOR PAY ZZ*ST. OF MISSOURI*ZZ*VEN DOR PAYMENTS*210520	6,407.72 +
5/24/21	Regular Deposit		113,554.27 +
5/25/21	Regular Deposit		12,396.26 +
5/26/21	Direct Deposit	ST. OF MISSOURI VENDOR PAY ZZ*ST. OF MISSOURI*ZZ*VEN DOR PAYMENTS*210524	50.00 +

Continued On Next Page...



To Balance Your Account Follow These Easy Steps

[illegible]

BANK BALANCE SHOWN ON THIS STATEMENT	\$ _____
ADD + DEPOSITS & OTHER AMOUNTS NOT CREDITED IN THIS STATEMENT (IF ANY)	\$ _____
TOTAL	\$ _____
SUBTRACT DEBITS OUTSTANDING	\$ _____
BALANCE	\$ _____

SHOULD AGREE WITH YOUR CHECK BOOK BALANCE AFTER
DEDUCTING SERVICE CHARGE (IF ANY) ON THIS STATEMENT

Please examine immediately and report if incorrect. If no reply is received within 60 days the account will be considered correct.

Telephone or write us at the telephone number or address located on the front of this statement as soon as you can, if you think your statement or receipt is wrong or if you need more information about a transfer on the statement or receipt. We must hear from you no later than 60 days after we sent you the FIRST statement on which the error or problem appeared.

- (1) Tell us your name and account number (if any).
- (2) Describe the error or the transfer you are unsure about, and explain as clearly as you can why you believe there is an error or why you need more information.
- (3) Tell us the dollar amount of the suspected error.

We will investigate your complaint and will correct any error promptly. If we take more than 10 business days to do this, we will credit your account for the amount you think is in error, so that you will have use of the money during the time it takes us to complete our investigation.

EXPLANATION OF BALANCE ON WHICH FINANCE CHARGE IS COMPUTED

We calculate the **FINANCE CHARGE** on your account by multiplying the daily balance of your account, including current transactions, by the daily periodic rate each day during the billing cycle. This gives us a daily finance charge. Then we add together each daily finance charge to derive a total **FINANCE CHARGE** for the billing cycle. To get the daily balance on which each daily finance charge is computed, we take the beginning balance of your account each day, add any new advances and subtract any payments or credits and unpaid finance charges.

The "average daily balance" shown on the front of this statement is for purposes of illustration only. To validate the amount of your finance charge, multiply the number of days in the billing cycle by the average daily balance shown, then multiply the product by the daily periodic rate.

*Note: If the statement closing date falls on a Friday or on a business day immediately prior to a non-business day, the number of days in the billing cycle will include the subsequent number of non-business days until the next business day, and the finance charge will continue to accrue. However, the number of days in the next billing cycle will not include any days included in the prior cycle.

BILLING RIGHTS SUMMARY

In Case of Errors or Questions About Your Account Statement

If you think your statement is wrong, or if you need more information about a transaction on your statement, write us on a separate sheet at the address shown on the front of this statement as soon as possible. We must hear from you no later than 60 days after we sent you the FIRST statement on which the error or problem appeared. You can telephone us, but doing so will not preserve your rights.

In your letter, give us the following information:

1. Your name and account number.
2. The dollar amount of the suspected error.
3. Describe the error and explain, if you can, why you believe there is an error. If you need more information, describe the item you are unsure about.

You do not have to pay any amount in question while we are investigating, but you are still obligated to pay the parts of your statement that are not in question. While we investigate your question, we cannot report you as delinquent or take any action to collect the amount of your question.



OZARK BANK

P.O. BOX 220
OZARK, MISSOURI 65721
581-2321

ESTABLISHED
1906

CHRISTIAN COUNTY TREASURER
COUNTY FUNDS
HOLD
DO NOT MAIL

Account Number: *****3701
Statement Date: 5/31/21
Page Number: 2
Items: 410
* * * * TRUNCATED * * * *

5/27/21 Direct Deposit	ST. OF MISSOURI VENDOR PAY ZZ*ST. OF MISSOURI*ZZ*VEN	252.00 +
	DOR PAYMENTS*210525	
5/27/21 Regular Deposit		1,335.82 +
5/31/21 Interest Deposit		9,090.40 +
5/04/21 Wire Transfer	WIRE TFR TO BMO HARRIS/WEX	14,165.34 -
5/06/21 Automatic Debit	LAGERS PAYMENT	84,163.72 -
5/07/21 Automatic Debit	CHRISTIAN COUNTY PAYROLL	3,799.05 -
5/07/21 Automatic Debit	CHRISTIAN COUNTY PAYROLL	239,400.68 -
5/11/21 Wire Transfer	WIRE TFR TO MIB BANK/GARRISON SPECIAL RD DIST	139.77 -
5/11/21 Wire Transfer	TRANSFER TO SELMORE SPECIAL ROAD DISTRICT	261.88 -
5/11/21 Wire Transfer	WIRE TO SOUTH SPARTA SPCL RD DSTRCT	340.92 -
5/11/21 Wire Transfer	WIRE TFR TO MIB BANK/LOGAN ROGERSVILLE FIRE	570.86 -
5/11/21 Wire Transfer	WIRE TFR TO MIB BANK/CHADWICK RURAL FIRE PROTECT	682.30 -
5/11/21 Wire Transfer	WIRE TFR TO MIB BANK/BILLINGS FIRE PROTECTION DIST	1,730.61 -
5/11/21 Wire Transfer	WIRE TO HIGHLANDVILLE RURAL FIRE PROTECTION	2,054.31 -
5/11/21 Wire Transfer	WIRE TFR TO MIB BANK/CLEVER FIRE PROTECTION DIST	2,144.90 -
5/11/21 Wire Transfer	WIRE TFR TO MIB BANK/BILLINGS SPECIAL RD DIST	2,895.55 -
5/11/21 Wire Transfer	TRANSFER TO OZARKSPECIAL ROAD DISTRICT	4,767.74 -
5/11/21 Wire Transfer	TRANSFER TO CHRISTIAN COUNTY SENIOR	4,988.86 -
5/11/21 Wire Transfer	WIRE TO CC BOARD FOR DEV. DISABLED	7,962.39 -
5/11/21 Wire Transfer	WIRE CHRISTIAN COUNTY AMBULANCE DSTRCT	11,790.26 -
5/11/21 Wire Transfer	WIRE TO OTC GENERAL OPERATING	16,481.11 -
5/11/21 Wire Transfer	TRANSFER TO CHRISTIAN COUNTY LIBRARY	20,213.84 -
5/11/21 Wire Transfer	TRANSFER OZARK FIRE PROTECTION DISTRICT	24,292.24 -
5/11/21 Wire Transfer	WIRE TO NIXA FIRE PROTECTION DISTRICT	27,557.38 -
5/11/21 Automatic Debit	IRS USATAXPYMT	657.90 -
5/11/21 Automatic Debit	IRS USATAXPYMT	72,055.37 -
5/13/21 Automatic Debit	JP MO REV TAX MO REV TAX	9,351.50 -
5/14/21 Automatic Debit	SUDDENLINK 7704 CABLE PMNT	200.69 -
5/21/21 Automatic Debit	CHRISTIAN COUNTY PAYROLL	236,413.36 -
5/25/21 Automatic Debit	IRS USATAXPYMT	70,546.12 -
5/25/21 Misc Debit Adju	ck #144077 \$360 cleared proof as \$350	10.00 -
5/27/21 Automatic Debit	JP MO REV TAX MO REV TAX	9,152.50 -

Check #	Date Paid	Amount	Check #	Date Paid	Amount
41	5/03/21	7,422.85	15797*	5/17/21	1,200.00
14865*	5/18/21	4.37	15802*	5/26/21	28.33
15021*	5/18/21	5.00	15820*	5/03/21	125.00
15031*	5/18/21	5.00	15826*	5/10/21	180.15
15063*	5/18/21	4.37	15827	5/13/21	222.08
15151*	5/18/21	4.37	15831*	5/03/21	4.12
15216*	5/18/21	10.00	15840*	5/11/21	500.00
15221*	5/18/21	10.00	15851*	5/19/21	600.00
15244*	5/18/21	10.00	15853*	5/05/21	200.00
15250*	5/18/21	11.67	15856*	5/04/21	500.00
15476*	5/03/21	5.00	15857	5/03/21	100.00
15479*	5/03/21	5.00	15861*	5/20/21	500.00
15543*	5/03/21	5.00	15862	5/06/21	75.00
15720*	5/20/21	88.71	15863	5/05/21	67.96
15743*	5/03/21	10.00	15865*	5/04/21	100.00
15745*	5/24/21	750.00	15867*	5/10/21	1.23
15751*	5/26/21	28.34	15868	5/06/21	430.00
15755*	5/03/21	5.00	15869	5/07/21	60.00
15758*	5/03/21	5.00	15870	5/13/21	300.00
15771*	5/06/21	100.00	15871	5/10/21	479.69
15772	5/06/21	50.00	15872	5/05/21	39.35

Continued on Next Page...

NOTICE: SEE REVERSE SIDE FOR IMPORTANT INFORMATION



To Balance Your Account Follow These Easy Steps

[illegible]

BANK BALANCE SHOWN ON THIS STATEMENT	\$ _____
ADD + DEPOSITS & OTHER AMOUNTS NOT CREDITED IN THIS STATEMENT (IF ANY)	\$ _____
TOTAL	\$ _____
SUBTRACT DEBITS OUTSTANDING	\$ _____
BALANCE	\$ _____
SHOULD AGREE WITH YOUR CHECK BOOK BALANCE AFTER DEDUCTING SERVICE CHARGE (IF ANY) ON THIS STATEMENT	

Please examine immediately and report if incorrect. If no reply is received within 60 days the account will be considered correct.

IN CASE OF ERRORS OR QUESTIONS ABOUT YOUR ELECTRONIC TRANSFERS

Telephone or write us at the telephone number or address located on the front of this statement as soon as you can, if you think your statement or receipt is wrong or if you need more information about a transfer on the statement or receipt. We must hear from you no later than 60 days after we sent you the FIRST statement on which the error or problem appeared.

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- (3) Tell us the dollar amount of the suspected error.

We will investigate your complaint and will correct any error promptly. If we take more than 10 business days to do this, we will credit your account for the amount you think is in error, so that you will have use of the money during the time it takes us to complete our investigation.

EXPLANATION OF BALANCE ON WHICH FINANCE CHARGE IS COMPUTED

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The "average daily balance" shown on the front of this statement is for purposes of illustration only. To validate the amount of your finance charge, multiply the number of days in the billing cycle by the average daily balance shown, then multiply the product by the daily periodic rate.

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BILLING RIGHTS SUMMARY

In Case of Errors or Questions About Your Account Statement

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OZARK BANK

P.O. BOX 220
OZARK, MISSOURI 65721
581-2321

ESTABLISHED
1906

CHRISTIAN COUNTY TREASURER
COUNTY FUNDS
HOLD
DO NOT MAIL

Account Number: *****3701
Statement Date: 5/31/21
Page Number: 3
Items: 410
* * * * TRUNCATED * * * *

Check #	Date Paid	Amount	Check #	Date Paid	Amount
15873	5/06/21	20.00	143595*	5/06/21	24.50
15874	5/07/21	5.00	143606*	5/03/21	24.00
15875	5/10/21	133.00	143618*	5/05/21	72.00
15876	5/13/21	43.84	143629*	5/04/21	24.00
15877	5/17/21	40.00	143696*	5/06/21	656.20
15878	5/07/21	30.65	143711*	5/20/21	986.87
15879	5/25/21	175.00	143791*	5/03/21	85.00
15880	5/06/21	200.00	143811*	5/06/21	1,339.00
15881	5/13/21	50.00	143835*	5/04/21	62.40
15882	5/26/21	28.33	143845*	5/06/21	39.07
15883	5/13/21	100.00	143849*	5/21/21	67.04
15884	5/12/21	200.00	143860*	5/03/21	1,020.00
15885	5/12/21	70.00	143866*	5/03/21	195.00
15886	5/12/21	12.50	143868*	5/06/21	671.23
15887	5/12/21	125.00	143877*	5/27/21	100.12
15889*	5/17/21	12.50	143897*	5/03/21	535.77
15890	5/13/21	141.50	143898	5/06/21	940.00
15891	5/17/21	100.00	143899	5/04/21	128.12
15892	5/17/21	200.00	143900	5/03/21	70.00
15895*	5/19/21	12.50	143901	5/04/21	14,999.93
15896	5/12/21	500.00	143902	5/03/21	1,253.53
15897	5/17/21	1,000.00	143903	5/04/21	620.60
15899*	5/19/21	200.00	143904	5/04/21	576.18
15900	5/17/21	141.50	143905	5/04/21	10.00
15903*	5/28/21	5.00	143906	5/06/21	26.99
15904	5/28/21	500.00	143907	5/10/21	83.90
15905	5/13/21	200.00	143909*	5/04/21	58.00
15906	5/12/21	818.75	143910	5/04/21	15,397.95
15907	5/11/21	300.00	143911	5/03/21	771.93
15908	5/14/21	400.00	143912	5/05/21	270.00
15909	5/14/21	28.34	143913	5/03/21	250.00
15911*	5/19/21	12.50	143914	5/03/21	722.95
15912	5/13/21	250.00	143915	5/05/21	117.39
15913	5/14/21	28.33	143916	5/04/21	524.24
15914	5/19/21	55.00	143917	5/03/21	163.62
15915	5/18/21	100.00	143918	5/03/21	984.49
15917*	5/12/21	500.00	143919	5/05/21	1,812.37
15918	5/11/21	375.00	143920	5/13/21	50.00
15919	5/11/21	50.00	143921	5/03/21	118.00
15920	5/18/21	200.00	143922	5/04/21	340.00
15921	5/10/21	100.00	143923	5/03/21	128.52
15922	5/19/21	92.51	143924	5/06/21	1,362.50
15923	5/25/21	50.00	143925	5/04/21	39.00
15924	5/20/21	94.08	143926	5/03/21	68.76
15927*	5/21/21	275.00	143927	5/04/21	709.52
15928	5/28/21	40.00	143928	5/04/21	5,153.26
15929	5/28/21	1,090.00	143929	5/03/21	380.90
15930	5/28/21	180.00	143930	5/04/21	1,149.49
15935*	5/24/21	150.00	143931	5/05/21	195.00
15942*	5/28/21	246.18	143932	5/05/21	93.60
15943	5/24/21	150.00	143933	5/05/21	1,102.77
15954*	5/28/21	10.00	143934	5/06/21	149.98
15960*	5/27/21	99.00	143935	5/04/21	435.00
143552*	5/03/21	24.50	143936	5/06/21	919.54
143564*	5/05/21	24.50	143937	5/05/21	1,190.15

Continued On Next Page...

NOTICE: SEE REVERSE SIDE FOR IMPORTANT INFORMATION



To Balance Your Account Follow These Easy Steps

[illegible]

BANK BALANCE SHOWN ON THIS STATEMENT	\$ _____
ADD + DEPOSITS & OTHER AMOUNTS NOT CREDITED IN THIS STATEMENT (IF ANY)	\$ _____
TOTAL	\$ _____
SUBTRACT DEBITS OUTSTANDING	\$ _____
BALANCE	\$ _____

SHOULD AGREE WITH YOUR CHECK BOOK BALANCE AFTER
DEDUCTING SERVICE CHARGE (IF ANY) ON THIS STATEMENT

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We will investigate your complaint and will correct any error promptly. If we take more than 10 business days to do this, we will credit your account for the amount you think is in error, so that you will have use of the money during the time it takes us to complete our investigation.

EXPLANATION OF BALANCE ON WHICH FINANCE CHARGE IS COMPUTED

We calculate the **FINANCE CHARGE** on your account by multiplying the daily balance of your account, including current transactions, by the daily periodic rate each day during the billing cycle. This gives us a daily finance charge. Then we add together each daily finance charge to derive a total **FINANCE CHARGE** for the billing cycle. To get the daily balance on which each daily finance charge is computed, we take the beginning balance of your account each day, add any new advances and subtract any payments or credits and unpaid finance charges.

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BILLING RIGHTS SUMMARY

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P.O. BOX 220
OZARK, MISSOURI 65721
581-2321

ESTABLISHED
1906

CHRISTIAN COUNTY TREASURER
COUNTY FUNDS
HOLD
DO NOT MAIL

Account Number: *****3701
Statement Date: 5/31/21
Page Number: 4
Items: 410
* * * * TRUNCATED * * * *

Check #	Date Paid	Amount	Check #	Date Paid	Amount
143938	5/04/21	132.99	143994	5/18/21	4,997.91
143939	5/03/21	130.00	143995	5/19/21	260.00
143940	5/14/21	36.00	143997*	5/11/21	4,108.89
143941	5/04/21	2,970.85	143998	5/11/21	146.07
143942	5/05/21	3,974.33	143999	5/12/21	1,973.70
143943	5/05/21	36,916.00	144000	5/13/21	12,757.61
143944	5/12/21	3,143.90	144001	5/07/21	172.00
143945	5/04/21	275.00	144002	5/11/21	116.38
143946	5/07/21	1,709.50	144003	5/07/21	12,113.01
143947	5/10/21	621.16	144004	5/10/21	98,115.00
143948	5/10/21	29.40	144005	5/11/21	516.69
143949	5/11/21	102.97	144006	5/11/21	7,307.82
143950	5/11/21	7,688.19	144007	5/13/21	149.54
143951	5/12/21	198.95	144008	5/12/21	223.59
143952	5/11/21	16.86	144009	5/12/21	173.42
143953	5/13/21	380.38	144010	5/25/21	418.82
143954	5/10/21	1,150.00	144011	5/12/21	306.39
143955	5/18/21	208.00	144012	5/14/21	12,275.24
143956	5/10/21	184.85	144013	5/18/21	2,569.00
143957	5/07/21	10.95	144014	5/17/21	154.34
143958	5/11/21	3,782.47	144015	5/18/21	66.84
143959	5/12/21	277.00	144017*	5/18/21	15,582.89
143960	5/11/21	147.00	144019*	5/18/21	2,983.88
143961	5/11/21	1,029.95	144020	5/19/21	225.00
143962	5/11/21	5,380.07	144021	5/19/21	42.24
143963	5/11/21	19.98	144022	5/21/21	1,077.02
143964	5/17/21	38.85	144023	5/19/21	418.90
143965	5/12/21	180.00	144024	5/18/21	208.00
143966	5/12/21	1,389.37	144025	5/20/21	4,953.30
143967	5/06/21	3,915.00	144026	5/20/21	164.39
143968	5/18/21	100.00	144027	5/24/21	821.17
143969	5/10/21	600.00	144028	5/24/21	3,032.27
143970	5/11/21	170.28	144029	5/19/21	168.40
143971	5/11/21	369.00	144030	5/19/21	48.59
143972	5/19/21	216.00	144031	5/18/21	6.60
143973	5/11/21	45.90	144032	5/19/21	6,191.49
143974	5/12/21	836.79	144034*	5/18/21	421.90
143975	5/10/21	4,578.19	144035	5/24/21	381.75
143976	5/17/21	5,000.00	144036	5/14/21	23,196.42
143977	5/21/21	235.00	144037	5/18/21	654.60
143978	5/17/21	297.00	144038	5/24/21	250.00
143979	5/12/21	32.50	144040*	5/19/21	14.31
143980	5/11/21	206.73	144041	5/18/21	24,268.00
143981	5/07/21	450.68	144042	5/19/21	66.74
143982	5/10/21	161.97	144043	5/18/21	376.79
143983	5/12/21	400.00	144044	5/18/21	127.80
143984	5/10/21	4,065.31	144045	5/28/21	78.00
143985	5/12/21	8,457.75	144046	5/19/21	493.48
143986	5/17/21	524.47	144047	5/20/21	125.00
143987	5/27/21	4,125.00	144048	5/19/21	1,100.00
143989*	5/11/21	180.00	144049	5/21/21	254.23
143990	5/11/21	640.00	144050	5/20/21	202.10
143991	5/14/21	16,050.00	144051	5/18/21	1,200.00
143992	5/11/21	772.51	144052	5/18/21	36.00
143993	5/10/21	361.99	144053	5/18/21	16,145.00

Continued On Next Page...

NOTICE: SEE REVERSE SIDE FOR IMPORTANT INFORMATION



To Balance Your Account Follow These Easy Steps

[illegible]

BANK BALANCE SHOWN ON THIS STATEMENT	\$ _____
ADD + DEPOSITS & OTHER AMOUNTS NOT CREDITED IN THIS STATEMENT (IF ANY)	\$ _____
TOTAL	\$ _____
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OZARK BANK

P.O. BOX 220
OZARK, MISSOURI 65721
581-2321

ESTABLISHED
1906

CHRISTIAN COUNTY TREASURER
COUNTY FUNDS
HOLD
DO NOT MAIL

Account Number: *****3701
Statement Date: 5/31/21
Page Number: 5
Items: 410
***** TRUNCATED *****

Check #	Date Paid	Amount	Check #	Date Paid	Amount
144054	5/28/21	500.00	144129*	5/24/21	103.50
144055	5/20/21	284.58	144130	5/20/21	34.50
144056	5/20/21	3,858.58	144132*	5/18/21	42.00
144057	5/19/21	7,535.00	144133	5/20/21	24.00
144058	5/24/21	180.68	144135*	5/20/21	72.00
144059	5/27/21	3,200.00	144136	5/20/21	24.00
144060	5/19/21	500.00	144137	5/19/21	24.50
144061	5/19/21	3,970.80	144139*	5/25/21	37.00
144062	5/18/21	162.83	144140	5/25/21	28.17
144063	5/19/21	192.82	144142*	5/25/21	2,500.00
144064	5/18/21	196.74	144143	5/25/21	752.00
144065	5/18/21	113.84	144146*	5/25/21	10,500.75
144066	5/19/21	960.00	144147	5/24/21	28.86
144067	5/18/21	2,945.39	144148	5/24/21	1,976.19
144070*	5/24/21	377.67	144149	5/24/21	1,179.15
144071	5/18/21	1,508.10	144150	5/25/21	2,391.21
144072	5/19/21	75.00	144151	5/26/21	45.26
144073	5/19/21	353.30	144152	5/26/21	213.54
144074	5/18/21	110.54	144153	5/26/21	22,040.67
144075	5/24/21	37.50	144155*	5/26/21	303.85
144076	5/19/21	74.26	144156	5/25/21	768.00
144077	5/21/21	350.00	144157	5/25/21	57.00
144078	5/18/21	24.17	144158	5/26/21	95.20
144079	5/18/21	208.00	144159	5/25/21	1,485.00
144080	5/19/21	399.58	144160	5/25/21	446.91
144081	5/17/21	5,837.49	144161	5/25/21	3,040.00
144083*	5/18/21	1,185.74	144162	5/27/21	249.87
144087*	5/25/21	24.00	144163	5/27/21	25.00
144088	5/24/21	24.00	144164	5/24/21	203.22
144089	5/19/21	24.00	144165	5/26/21	2,240.54
144090	5/19/21	24.00	144166	5/27/21	1,882.00
144093*	5/19/21	24.50	144167	5/28/21	58.00
144094	5/26/21	25.50	144169*	5/27/21	660.00
144095	5/25/21	73.50	144170	5/25/21	226.10
144096	5/24/21	24.00	144171	5/26/21	1,280.00
144097	5/20/21	24.00	144172	5/25/21	463.30
144098	5/24/21	24.50	144173	5/26/21	2,320.23
144100*	5/18/21	24.00	144174	5/26/21	1,608.00
144106*	5/21/21	24.00	144176*	5/26/21	40.59
144108*	5/19/21	72.00	144177	5/25/21	3,001.50
144110*	5/20/21	100.50	144178	5/25/21	528.00
144111	5/18/21	24.50	144179	5/25/21	2,495.00
144112	5/25/21	24.50	144181*	5/26/21	497.20
144115*	5/25/21	37.50	144182	5/24/21	1,042.74
144116	5/27/21	72.00	144183	5/25/21	234.08
144117	5/25/21	24.00	144184	5/26/21	264.70
144118	5/20/21	24.00	144185	5/25/21	3,414.00
144119	5/18/21	24.00	144186	5/25/21	2,079.67
144120	5/20/21	34.50	144187	5/28/21	180.00
144121	5/18/21	72.00	144189*	5/27/21	154.31
144122	5/24/21	72.00	144190	5/26/21	416.13
144123	5/25/21	72.00	144191	5/25/21	55.00
144124	5/19/21	24.50	144192	5/26/21	1,450.00
144125	5/25/21	18.00	144194*	5/25/21	32.00
144127*	5/20/21	24.00	144195	5/25/21	625.00

Continued On Next Page...



To Balance Your Account Follow These Easy Steps

[illegible]

BANK BALANCE SHOWN ON THIS STATEMENT	\$ _____
ADD + DEPOSITS & OTHER AMOUNTS NOT CREDITED IN THIS STATEMENT (IF ANY)	\$ _____
TOTAL	\$ _____
SUBTRACT DEBITS OUTSTANDING	\$ _____
BALANCE	\$ _____

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DEDUCTING SERVICE CHARGE (IF ANY) ON THIS STATEMENT

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P.O. BOX 220
OZARK, MISSOURI 65721
581-2321

ESTABLISHED
1906

CHRISTIAN COUNTY TREASURER
COUNTY FUNDS
HOLD
DO NOT MAIL

Account Number: *****3701
Statement Date: 5/31/21
Page Number: 6
Items: 410
* * * * TRUNCATED * * * *

Check #	Date Paid	Amount
144196	5/26/21	565.38
144197	5/26/21	136.71
144198	5/25/21	600.00
144199	5/27/21	13.99
144200	5/25/21	1,165.29
144202*	5/25/21	418.39
144203	5/25/21	200.00
144204	5/25/21	872.00
144205	5/26/21	2,127.89
144206	5/28/21	116.38
144207	5/21/21	11,888.50
144208	5/25/21	153.45

* = Out of Sequence Check

Check #	Date Paid	Amount
144209	5/25/21	516.69
144210	5/26/21	7,298.10
144211	5/25/21	149.54
144212	5/27/21	8,333.34
144215*	5/26/21	173.42
144216	5/25/21	418.82
144217	5/26/21	306.39
144225*	5/27/21	8,689.28
144251*	5/27/21	26.25
144258*	5/28/21	131.45
144279*	5/28/21	275.00

DAILY BALANCE SUMMARY

-Balance	Date-	-Balance	Date-	-Balance	Date-	-Balance	Date-
21,354,817.43	4/30	21,883,749.42	5/10	21,897,077.19	5/18	21,602,899.03	5/26
21,350,528.36	5/03	21,966,771.70	5/11	21,874,393.36	5/19	21,567,704.19	5/27
21,293,340.77	5/04	22,005,069.74	5/12	21,877,760.31	5/20	21,564,294.18	5/28
21,409,579.76	5/05	21,986,403.84	5/13	21,634,325.97	5/21	21,573,384.58	5/31
22,140,082.19	5/06	21,941,515.29	5/14	21,745,114.38	5/24		
21,886,312.42	5/07	21,948,607.57	5/17	21,646,383.33	5/25		

Interest Paid Year to Date is 44,052.13
Low Balance for Period was 21,293,440.77
Average Ledger Balance for Period was 21,727,378.64
Average Collected Balance for Period was 21,723,478.79
Current Interest Rate is .3500%

END OF STATEMENT



To Balance Your Account Follow These Easy Steps

[illegible]

BANK BALANCE SHOWN ON THIS STATEMENT	\$ _____
ADD + DEPOSITS & OTHER AMOUNTS NOT CREDITED IN THIS STATEMENT (IF ANY)	\$ _____
TOTAL	\$ _____
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EXHIBIT B
AUTHORITY TO BIND AGREEMENT

The Christian County Commission will be accepting sealed bids from Christian County Banking Institutions which desire to be selected as the depository of Christian County Funds for the next four years, with an option to re-bid in each odd-numbered year. All banking institutions should comply with the provisions of Chapter 110 of the Revised Statutes of the State of Missouri.

BID Deadline and Location: Pursuant to 110.140 Any banking corporation or association in the county desiring to bid shall deliver a sealed bid marked SEALED BID DO NOT OPEN RE: BANK BID to County Commission 100 West Church, Room 100, Ozark, MO. 65721, no later than 8:45 a.m. the 21st day of June.

Opening Date/ Time/Location: The Christian County Commission, in compliance with RsMO 110.150.1, will publicly open the bids on the 21st day of June 2021 at 9:00 a.m. in the Commission Chamber on the first floor of the historic courthouse located at 100 West Church, Room 100 Ozark, MO., and cause each bid to be entered upon the records of the Commission pursuant to 110.150.1, but the Commission may reject any and all bids.

Award Date/Location: After review of the bid, the Christian County Commission shall award bid by the last Monday of June.

Questions or Additional Information Requested: Please e-mail all questions regarding the Bank Bid to the County Commission Office at: countycommission@christiancountymo.gov. All questions must be submitted prior to the bid opening and no later than Monday, June 21st, 2021. All questions will be answered in writing or emailed to all known potential bidders in Christian County.



The undersigned certifies that they have the authority to bind this company in an agreement to supply the commodity or service in accordance with all terms, conditions, and pricing specified herein or to offer a "No Bid." Please type or print the information below. Bidder is REQUIRED to complete, sign and return this form with their submittal of Bid as well as all pages initialed. *An authorized signature is mandatory; lack thereof will result in a determination of "Non-Responsive". Also required is a direct email address in order to receive award results. We do not use USPS for direct results notification, *only* email.

OZARK BANK

Company Name

106-112 N. 2ND AVE

Address

OZARK / CHRISTIAN / MO / 65721

City/County/State/Zip

417-581-2321

Telephone #

417-581-2235

Fax #

jhedgpeth@ozarkbank.com

E-mail

JOHN R. HEDGPETH

Authorized Person (Print)


Signature

CHIEF FINANCIAL OFFICER

Title

6/21/2021

Date

44-0380840

Tax ID #

CORPORATION

Entity Type (Corporation, LLC, Sole
Proprietor, Partnership)

Bids received after 8:45 on the 21st day of June 2021, will be considered untimely
and will not be opened.



Central Bank of the Ozarks

06/18/2021

Madi Hires, Executive Administrative Assistant
Christian County Government
100 W. Church Street, Room 100
Ozark, MO 65721
417-582-4300

Dear Ms. Hires and review panel members:

Central Bank of the Ozarks is excited to submit its proposal to Christian County (herein referred to as "the County") for Depository and Banking Services. Enclosed you will find details of highly competitive pricing and innovative solutions that will benefit the County both now and in the future. Most importantly, local, dedicated and professional Central Bank employees who provide concierge-level service back these solutions.

Price is not everything, but we understand it is very important when it comes to utilizing every tax dollar effectively. A review of information provided by the County indicates your current depository is paying the County .66% on its first \$10MM, and .35% on anything over that on collected balances.

I am hopeful you will see that Central Bank of the Ozarks proposed a competitive rate, given our current environment, but also creative ways to earn the County additional income such as utilizing our Commercial payments services (Integrated Payables & Multi-card program) to take advantage of our revenue share. **Combining these creative revenue share opportunities with our proposed rate on your deposits would yield an aggregate return of .13% on your relationship with us.**

As a leading member of our banking community, Central Bank of the Ozarks is proud to service customers throughout Christian County for over 64 years. Our history and expertise demonstrates we are a proven and exceptionally strong financial partner. *Forbes Magazine* recognizes us as the **4th Best Bank in America in 2021, and the #1 Bank in Missouri for the second consecutive year.** In addition, we are a local Missouri-based bank with multiple locations throughout Christian County, capable of serving the County's sophisticated banking needs.

Our expertise in public funds and current relationships set us apart from other institutions, and make us best suited for this contract. We currently maintain large cash management relationships with many entities similar in size to the County as well as larger organizations, such as the State of Missouri's Department of Revenue and the Missouri State Treasurer's Office. Our employees work face-to-face with our customers on common goals and address any issues that may arise. We know the importance of accuracy and strive for it in everything we do.

Central Bank is also committed to future technology by continually investing in various delivery channels. We will deliver customized and innovative ways for the County to manage its funds, based on the requirements and goals outlined in the Request for Proposal.

You will notice best-in-class services throughout our proposal, as well as flexible options tailored to meet the complex needs of a large public organization like Christian County. Below are just a few additional reasons the County should select our bank:

4th Best Bank in America

**Forbes 2021
BEST
BANKS IN**

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AS PART OF CENTRAL BANK COMPANY



Legendary Service

- Central Bank of the Ozarks prides itself on delivering legendary, concierge-level service to each of our customers. We will partner with you to collaborate on dynamic issues and create industry-leading solutions. In addition, we have extensive experience with large-scale municipal and statewide cash management and investment operations.

Easy Implementation

- County staff will work closely with knowledgeable, experienced senior managers as well as a dedicated team of highly skilled banking professionals when you choose Central Bank of the Ozarks. A handpicked and dedicated implementation team will ensure a smooth transition to the products and services you select. A senior, single point of contact for the County to work with directly after implementation will ensure communication is timely and clear, and allow any unexpected issues to be resolved promptly.

Proven Partner

- Central Bank of the Ozarks is committed to our local region. Our bank does not employ a national tax strategy like some of our competitors. In 2019, our company paid over \$8.4 million in state corporate income tax, ensuring those dollars stay right here in Missouri, supporting Missouri families, businesses, farms, infrastructure, and local governments.
- We live and work right here in the Ozarks, and all of us along with our neighbors, friends, and family members benefit from the County's services and sound financial management. The well-being and financial strength of our County government is important to us and we view this opportunity as an important partnership ensuring the best for all of our communities.

Cutting-edge, cost effective services

- Central Bank knows the importance of doing more than just meeting your needs; our goal is to exceed expectations by providing products and services that are fully customizable and provide you with added value. Our banking, merchant services, purchasing card, investment and safekeeping services can be tailored in a variety of ways to fit the County's needs.
- Based on payment data provided by the County, our proposal includes a valuable opportunity for the County to implement our integrated payables solution- known as Commercial Automated Payments- **creating more than \$452,500 in cash rebates for County government over the life of this contract. When coupled with our MultiCard purchasing card program, the total rebate we can provide will be even greater.** That is value commissioners will recognize and appreciate, and local taxpayers will, too.

As bank president and CEO, I have the authority to bind Central Bank of the Ozarks in this proposal and the subsequent contract, and it is my pleasure to submit our bid proposal. We are excited about the opportunity to collaborate with Christian County and our employees are poised to answer questions or provide additional information at your request. We look forward to being your hometown solution.

Sincerely,



Joselyn Baldner
President and CEO





Central Bank of the Ozarks

Strong roots. Endless possibilities.SM

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Christian County Commission

100 W. Church Street Room 100
Ozark, Missouri 65721
(417) 582-4300

Ralph Phillips
Presiding Commissioner

Lynn Morris
Eastern Commissioner

Hosea Bilyeu
Western Commissioner

Invitation to Bid: County Depository Bank Services

CONTACT: Madi Hires, Executive Administrative Assistant
ADDRESS: Christian County Government
100 W. Church St., Room 100
Ozark, MO 65721
PHONE: (417) 582-4300
EMAIL: countycommission@christiancountymo.gov

The email address listed above is for information requests only and shall not be used for submission of proposals or modifications to proposals. Such submissions will be rejected and deleted without notification to the sending party.

RETURN BID NO LATER THAN: 8:45 a.m., June 21st, 2021
BID OPENING DATE: June 21st, 2021
BID OPENING TIME: 9:00 a.m. (Central Standard Time)

RETURN BID TO: Christian County Commission
100 West Church Street, Room 100
Ozark, Missouri 65721

NOTE: Please provide (4) four copies and one unbound original of your detailed bid proposal

The bidder hereby declares understanding, agreement, and certification of compliance to provide the items and/or services, at the prices quoted, in accordance with all requirements and specifications contained herein and the Terms and Conditions for this proposal. The bidder further agrees that the language of this RFP shall govern in the event of a conflict with his/her bid. The bidder further agrees that upon receipt of an authorized purchase order from the Christian County Commission or when an Agreement for Contract Services is certified by the Christian County Auditor, a binding contract shall exist between the Bidder and the County of Christian, State of Missouri.

Christian County maintains a list of vendors interested in bidding on products and services for Christian County. It is the vendor's responsibility to update contact information. Vendors are removed from the list if they are invited to bid, but do not participate. The Christian County Commission office is not obligated to send invitations to vendors. Due to the volume of request and postage costs, the Commission Office does not send bids to all interested vendors. Christian County fulfills its legal requirements by posting a notice in the local paper.

(1) SUBMITTAL INSTRUCTIONS:

Please print the due date on the outside of the package and return this entire document with your bid submission. Mark your sealed envelope "OFFICE SUPPLIES - BID DOCUMENTS – DO NOT OPEN". Sealed bids must be received at the Christian County Commission by the return date and time. No bid transmitted by fax machine or email will be accepted. Bids are opened in public meetings on the opening date and time specified above. Any interested persons may attend. Bids must be delivered no later than fifteen (15) minutes before bid opening time mentioned above. If the Commission office receives a container which is not identifiable as a bid/proposal, the container will be opened in order to determine the contents. If the contents are determined to be a bid/proposal, the container will be resealed, and the date and time received will be noted on the outside. All bids will remain sealed until they are opened and read aloud during the Christian County Commission meeting at the specified time. Bids which are not received in the Commissioner's Office at least 15 minutes prior to bid opening date and time shall be considered late, regardless of the degree of lateness, and normally will not be presented or opened, except as stated below. At the time fixed for opening of proposals, the content will be made public for the vendor and other interested persons. Vendors are cautioned to review their bid very carefully. Any additional information, specifications, drawings, etc. should be attached. Bids should be signed and dated. It shall be the responsibility of persons submitting bids to acquire the necessary specifications.

(2) LATE BIDS:

Under extraordinary circumstances, the Commission may authorize the opening of a late bid when the bid was turned over to the physical control of an independent postal or courier service with a promised delivery time prior to the time set for the opening of bids. The County Commission is not responsible for bids sent to the wrong address, faxed, emailed, or received after the cut-off date and time. Remember to address or hand-deliver your bid. Bids will not be accepted by fax or email because we must have the original signed document. Bidders must consider the postal service or courier time schedules when sending their bids and provide ample time for delivery. The following guidelines may be utilized to determine the criteria for an extraordinary circumstance: Christian County offices were closed due to inclement weather conditions, postal or courier services were delayed due to labor strikes or unforeseen "Acts of God", or postal or courier services did not meet the delivery time promised to the vendor. In such case, the vendor must provide written proof that promised delivery time was prior to the time set for the bid opening. All such decisions are at the sole discretion of the Commission.

(3) Bid Withdrawal:

After the bid opening, a vendor may be permitted to withdraw a bid prior to the award at the sole discretion of the County Commissioners if there is a verifiable error in the bid and enforcement of the bid would impose an unconscionable hardship on the vendor. The withdrawal will be considered only after receipt of a written request supporting documentation from the vendor. Withdrawal shall be the vendor's sole remedy for an error other than the obvious clerical error.

(4) Product Samples:

The Commission may request samples for evaluation purposes. Any samples requested must be provided free of charge. Samples which are not destroyed by testing will be returned at the vendor's expense if return of the samples is stipulated in the vendor's bid. Samples submitted by a vendor who receives the award may be kept for the duration of the contract for comparison with shipments received.

(5) Itemization of Proposal:

Vendor must clearly identify in his/her bid and on the pricing worksheet, all components. It is mandatory that vendors submit with their proposal documents, itemization of all goods and services proposed. The breakdown must be itemized by model/part number, description of goods or services, and unit cost.

(6) Minority Business Participation:

Christian County encourages the participation and utilization of minority business enterprises in all projects of the county. Christian County will provide equitable and fair opportunity to minority businesses to submit bids and proposals and to receive an award. By responding to this invitation, the vendor agrees that it does not discriminate on the basis of race, religion, creed, national origin, age, sex or disability, and that it will refrain from any unlawful employment practices.

(7) Communication with County Employees:

Vendors shall not communicate with any county employee regarding this invitation to bid with the exception of the county contact written on the first page. Vendors shall ensure that no improper, unethical, or illegal relationships or conflict of interest exists between vendor, the county, any employee, officer, director, or principal of vendor or the county and any other party. The county reserves the right to determine the materiality of such relationships, when discovered or disclosed, whether intended or not. The county also reserves the right to decide at its sole discretion whether disqualification of vendor and/or cancellation of award shall result. Such disqualification or cancellation shall be without fault or liability to the county.

(8) Collusion:

By submitting a proposal in response to this invitation to bid, vendor and each person signing on behalf of the vendor, certify under penalty of perjury, that to the best of his/her belief the prices in the proposal were arrived at independently and without collusion, consultation, communication, or agreement for the purpose of restricting competition as to any matter relating to such prices with any other vendor, or any other competitor. Unless otherwise required by law, the prices in the bid have not been knowingly disclosed by vendor, and will not be knowingly disclosed by vendor, prior to opening, directly or indirectly, to any other vendor or competitor. No attempt has been made or will be made by vendor or any other person associated with this invitation to bid, partnership, corporation, or entity to submit or not to submit a proposal in response to this bid for the purpose of restricting competition.

(9) Incurred costs:

The county is not liable for any costs incurred by a vendor in the preparation or production of its proposal or for any work performed prior to the issuance of a valid contract under Missouri law. Such exemption from liability applies whether such costs are incurred by vendor or indirectly through vendors agent, employees, assigns or others, whether related or not to vendor.

(10) For Construction Services:

All on site employees of vendors and sub vendors must complete required safety training. Required safety training is OSHA 10 training. (A ten (10) hour course in construction safety and health taught by an OSHA approved instructor), or similar program at least as stringent as OSHA 10 training. For more information contact the Missouri Division of Labor Standards. Christian County requires documentation showing that the on-site employee/s have completed the required training.

(11) Vendor's Personnel Qualifications:

Christian County reserves the right to approve or disapprove the vendor's personnel providing services for Christian County Government. Christian County also reserves the right to request replacement of any person assigned to provide services. Unless the situation regarding the personnel requires immediate replacement, the vendor shall be allowed at least fourteen (14) days after notification to replace unsatisfactory personnel.

If requested, the vendor shall provide a list of names, social security numbers, and dates of birth for each such personnel who will be providing services at Christian County buildings. In addition, the vendor must notify Christian County of any additions or changes to the list. Christian County reserves the right to accept or reject any of the vendor's personnel assigned to the contract to provide services.

(12) Discount applicable:

Vendor will provide information on any quantity discounts that may apply to the equipment or services utilized in developing their pricing structure. State the length of time the discounts are available post-installation.

(13) Insurance:

The vendor shall understand and agree that Christian County cannot save and hold harmless and or indemnify the vendor or employees against any liability incurred or arising as a result of any activity of the vendor, or any activity of the vendor's employees related to the vendor's performance under the contract. Therefore, the vendor must acquire and maintain adequate liability insurance in the form (s) and amount (s) sufficient to protect Christian County, its agencies, its employees, its clients, and the general public against any such loss, damage and/or expense related to his/her performance under this contract. The vendor shall take out and maintain during the life of the contract comprehensive general liability insurance which names Christian County, Missouri and its elected officials and employees as additional named insureds in an amount sufficient to cover the sovereign immunity limits for public entities as calculated by the Department of Insurance and published annually in the Missouri Register per section 537.610, RSMo. For the life of the contract, vendor shall maintain comprehensive general liability insurance coverage for all claims arising out of a single accident or occurrence of at least \$3,000,000.00 and for any one person in a single accident or occurrence of at least \$500,000.00. Vendor shall maintain during the life of the contract Workers Compensation Insurance for Vendor's employees coverage that shall meet Missouri statutory limits or \$1,000,000 for each accident, whichever is greater. General and other non-professional liability insurance shall include an endorsement that adds Christian County and their respective officials and employees as an additional insured. Self-insurance coverage or another alternative risk financing mechanism may be utilized provided that such coverage is verifiable and irrevocably reliable and Christian County is protected as an additional insured.

(14) Vendor Liability:

The vendor shall be responsible for any and all personal injury (including death) or property damage as a result of the vendor's negligence involving any equipment or service provided under the terms and conditions, requirements and specifications of the contract. In addition, the vendor assumes the obligation to save Christian County, including its agencies, employees, and assignees, from every expense, liability, or payment arising out of such negligent act. The vendor also agrees to hold Christian County including its agencies, employees, and assignees, harmless for any negligent act or omission committed by any subcontractor or other person employed by or under the supervision of the vendor under the terms of the contract. The vendor shall not be responsible for any injury or damage occurring as a result of any negligent act or omission committed by Christian County, including its agencies, employees, and assignees.

(15) Business Compliance:

The vendor must be financially sound and must not be operating under the protection of the United States Bankruptcy Code. The vendor must be in compliance with the laws regarding conducting business in the State of Missouri. The vendor certifies by signing the signature page of this original document and any amendment signature page(s) that the vendor and any proposed subcontractors either are presently in compliance with such laws or shall be in compliance with such laws prior to any resulting contract award. The vendor shall provide documentation of compliance upon request by Christian County. The compliance to conduct business in the state shall include but may not be limited to:

- Registration of business name. (if applicable)
- Certificate of authority to transact business/certificate of good standing. (if applicable)
- Taxes (e.g., city/county/state/federal)
- State and local certifications (e.g. Professions/occupations/activities)
- Licenses and permits (e.g., city/county license, sales permits)
- Insurance (e.g., worker's compensation/unemployment compensation)

16) Terms and Conditions:

The vendor is cautioned when submitting pre-printed forms containing terms and conditions or other type material to make sure such documents do not contain other terms and conditions which conflict with those of this agreement and its contractual requirements. The vendor agrees that in the event of conflict between any of the vendor's terms and conditions and those contained in this agreement, that this agreement shall govern. Taking exception to Christian County terms and conditions may render a vendor's bid non-responsive and remove it from consideration for award.

BANKING DEPOSITORY SPECIFICATIONS

Agreement must include effective date of 1st day of July 2021, by and between the COUNTY OF CHRISTIAN, STATE OF MISSOURI, a political subdivision consisting of a county of the first classification, without a charter form of government (hereinafter referred to as the "County"), and the Bank and each hereby state; In compliance with the provisions of Chapter 110, RSMo., the County, on the 28th day of June 2021, will select and designate the Bank as the official depository to receive the funds of the County from the 1st day of July 2021 through the 30th day of June 2023, and the Bank has accepted said designation and agreed to act as said depository. The County and the Bank agree that the contract would have an option to be extended for the period of the 30th day of June 2023 through the 30th day of June 2025, unless one or both of the parties provides written notification not later than the 30th day of May 2023, that the contract will not be extended. The Bank shall notify the Christian County Commission and any other office or department utilizing the County's Tax ID in writing and the County will provide written notification to the Bank through the officer assigned pursuant to 4.4 of the proposed agreement.

A binding contract shall consist of: (1) the RFP or invitation to bid, amendments thereto, with RFP bid invitation changes/additions, (2) the vendor's proposal and (3) the County Commission's acceptance of the proposal by "notice of award" or by "purchase order". All Exhibits and Attachments included in the RFP or bid invitation shall be incorporated into the contract by reference.

The contract expresses the complete agreement of the parties and performance shall be governed solely by the specifications and requirements contained therein.

Any changes to the contract, whether by modification and/or supplementation, must be accomplished by a formal contract amendment signed and approved by and between the duly authorized representative of the vendor and the County Commission or by a modified purchase order prior to the effective date of such modification. The vendor expressly and explicitly understands and agrees that no other method and/or no other

document, including correspondence from the County Commission, acts, and oral communications by or from any person, shall be used or construed as an amendment or modification to the contract.

(17) Employee Bidding/Conflict of Interest:

Vendors who are elected or appointed officials or employees of Christian County or any political subdivision thereof, serving in an executive or administrative capacity, must comply with sections 105.450 to 105.458, RSMo, regarding conflict of interest. If the vendor or any owner of the vendor's organization is currently an elected or appointed official or an employee of Christian County or any political subdivision thereof, please provide the following information:

- Name and title of the elected or appointed official or employee of Christian County or any Political subdivision.
- What is the percentage of ownership interest in the vendor's organization held by elected or appointed official or employee of Christian County or political subdivision thereof?

(18) Independent Contractor:

The vendor is an independent contractor and shall not represent the vendor or the vendor's employees to be employees of Christian County or an agency of Christian County. The vendor shall assume all legal and financial responsibility for salaries, taxes, FICA, employee fringe benefits, workers compensation, employee insurance, minimum wage requirements, overtime, etc.

(19) Substitutions:

The vendor shall not substitute any item(s) without the prior written approval of the Christian County Commissioners. In the event an item becomes unavailable, the vendor shall be responsible for providing a suitable substitute item. The vendor's failure to provide an acceptable substitute may result in cancellation or termination of the contract. Any item substitution must be a replacement of the contracted item with a product of equal or better capabilities and quality, and with equal or lower pricing. The vendor shall understand that Christian County reserves the right to allow the substitution of any new or different product/system offered by the vendor. Christian County shall be the final authority as to the acceptability of any proposed substitution. Any item substitution shall require a formal contract amendment authorized by Christian County Commissioners prior to Christian County acquiring the substitute item under the contract. The vendor shall not be relieved of substituting a product in the event of manufacturer discontinuation or other reason simply for reasons of unprofitability to the vendor.

(20) Replacement of Damaged Product:

The vendor shall be responsible for replacing any item received in damaged condition at no cost to Christian County. This includes all fuel costs for returning non-functional items to the vendor for replacement.

(21) Prices:

The vendor shall submit firm fixed prices on the Pricing Page (Exhibit A – Pg. 3 Exhibit 1). All pricing shall be considered firm for the duration of the contract period. All pricing shall be quoted with all fees included. Vendor's prices must be the lowest offered to any governmental or commercial consumer, under the same terms and conditions.

(22) Fuel charges:

Fuel charges shall be added into the quote for services. However, if the cost of #2 diesel as reported by the Department of Energy internet site and recorded as the "Weekly Retail On-Highway Diesel Prices" for the Midwest Region exceeds \$3.50 per gallon, the vendor will charge no more than 1 ½ % for each \$.10 increase in the recorded cost of fuel above the \$3.50 base line. It is expected, because of the timeliness of the DOE report, the cost of fuel for a prior month shall be used as the basis for a current month's fuel surcharge assessment. January's reported diesel cost shall be used to compute any surcharge for February's services, etc. Vendor agrees that any additional charges related to fuel increases must be agreed upon between vendor and Christian County before implementation by the vendor.

(23) Description of Product:

The vendor should present a detailed description of the product proposed on the Pricing Sheet (Exhibit 1) in response to this Invitation for Bid. It is the vendor's responsibility to make sure all products proposed are adequately described in order to conduct an evaluation of the bid. At the time fixed for opening of proposals, the content will be made public for the information of the bidder and others interested.

(24) Non-Exclusivity:

The Contract is non-exclusive and shall not in any way preclude the County from entering into similar agreements and/or arrangements to acquire equal or like goods and/or services from other vendors. The County may make multiple awards from a single solicitation document when such awards are in the best interest of the county.

(25) Billing and Payments:

Invoices will be submitted to **Christian County Commission, 100 W Church St, Room 100, Ozark, MO 65721**. It is estimated there are 25 various offices and departments requiring separate billing (if applicable to bid products offered). Vendor shall provide the department with invoices and statements of accounts on a monthly basis noting any amounts and invoices past due. Invoices should be delivered with the materials and packing slip. Payment will be made within 30 days from receipt of an accurate invoice.

Services or goods must be received before payment can be made. The vendor shall submit all reports required herein and a copy of each invoice as supporting documentation with the monthly statement. Other than the payments and reimbursements specified above, no other payments or reimbursements shall be made to the vendor for any reason whatsoever including, but not limited to taxes, shipping charges, insurance, interest, penalties, termination payments, attorney fees, liquidated damages, etc. Notwithstanding any other payment provision of the contract, if the vendor fails to perform required work or services, fails to submit reports when due, or is indebted to the United States, Christian County may withhold payment or reject invoices under the contract.

Final invoices are due no later than thirty (30) calendar days after the expiration of the contract. Christian County shall have no obligation to pay any invoice submitted after such date. If a request by the vendor for payment or reimbursement is denied, Christian County shall provide the vendor with written notice of the reason(s) for denial.

If the vendor is overpaid by Christian County, upon official notification by Christian County, the vendor shall provide Christian County with a check payable as instructed by Christian County in the amount of such overpayment. The vendor shall submit the overpayment to Christian County at the address specified. The vendor shall agree and understand that Christian County shall be solely responsible for payment for only those services requested by Christian County.

(26) Return of Goods:

Christian County may cancel any purchase at any time for a full credit.

(27) Management of Materials:

The vendor agrees and understands that as the needs of the county change, the county will notify the vendor of those changes. If requested by the county, the vendor shall make a corresponding adjustment to the services. The vendor will implement the requested changes upon notification.

In the event changes occur during the effective period of this contract which are beyond the control of the vendor that significantly increase or decrease the established cost, the vendor or Christian County may request a corresponding modification to the established cost.

With such request, the vendor must provide documentation of the change and must demonstrate how such change affects the cost. In addition, the vendor shall recommend an adjusted cost accompanied by the resulting calculations. However, the vendor shall agree and understand that any such request must be approved by the Christian County Commissioners.

The decision of the adjustment to the cost by Christian County shall be final and without recourse.

(28) Schedule:

The vendor shall ensure that services are performed in a manner so as to minimize any interference, annoyance, or disruption to the operations of Christian County.

In the event the vendor does not perform in accordance with the vendor's agreement, Christian County shall notify the vendor following determination of such. Vendor shall be responsive to the needs of Christian County at all times. The vendor shall be responsible for all permits, fees, and expenses related to the service. The vendor shall disclose to Christian County all information on sub vendor contracts/agreements, if applicable, including any rebates or incentives offered by sub vendors to the contactor.

(29) Services:

The vendor agrees to provide a detailed description of the services to be provided, including any additional information about the services on a separate sheet of paper if needed. The vendor will provide an itemization of the amount the vendor will charge, the unit of measure for the services, and specific increments and timeframes to submit invoices to the vendor and receive payments from the vendor.

(30) Reporting Requirements:

On a monthly basis, the vendor shall submit a report to Christian County for each County building site, identify the services provided and the dates of service.

The vendor must maintain financial and accounting records and evidence pertaining to the contract in accordance with generally accepted accounting principles. The vendor shall make all records, books, and other documents relevant to the contract available to Christian County and the Christian County Auditor in an acceptable format and at all reasonable times during the term of the contract, and for three (3) years from the date of final payment on the contract or the completion of an independent audit, whichever is later. If any litigation, claim, negotiation, audit, or other actions involving the records has been started before the expiration of the retention period, the vendor shall retain such records until completion of the action and resolution of all issues which arise from it. Failure to retain adequate documentation for any service billed may result in recovery of payments for services not adequately documented.

The vendor shall permit the County Auditor or authorized representatives of Christian County or any other division of government to have access, for the purpose of auditing or examination, to any of the vendor's books, documents, papers, records, recording receipts and disbursements of any of the funds paid to the vendor. The vendor further agrees that any audit exception noted by governmental auditors shall not be paid by Christian County and shall be the sole responsibility of the vendor. However, the vendor shall have the right to contest any such exception by any legal procedure the vendor deems appropriate. Christian County will pay the vendor all amounts which the vendor may ultimately be held entitled to receive as a result of any such legal action.

The vendor shall agree and understand that if contract monitoring reveals that an audit is warranted, Christian County reserves the right to require the vendor to have an audit of financial records, accounting records, and related contract documentation performed by an independent Certified Public Accountant (CPA) in accordance with generally accepted auditing standards. Christian County's determination of the need for the audit shall be final and without recourse.

(31) Liquidated Damages:

The vendor agrees and understands that the provision of the services in accordance with the schedules and requirements stated herein and in accordance with the Christian County Commissioner's approval are considered critical to the efficient operations of Christian County. Since the amount of actual damages would be difficult to establish in the event the vendor fails to comply with the schedules and requirements, the vendor shall agree and understand that the amount identified below as liquidated damages shall be reasonable and fair under the circumstances:

In the event the vendor fails to perform the services, the vendor shall be assessed liquidated damages in the amount of ten percent (10%) of the price for the services for each twenty-four (24) hour period thereafter in which the identified requirement is not completed. If the fault lies with Christian County, no assessment shall be made.

The vendor shall also agree and understand that such liquidated damages shall either be deducted from the vendor's invoices pursuant to the contract or paid by the vendor as a direct payment to Christian County at the sole discretion of Christian County.

The vendor shall agree and understand that all assessments of liquidated damages shall be within the discretion of Christian County and shall be in addition to, not in lieu of, the rights of Christian County to pursue other appropriate remedies.

(32) Excused Performance:

Any failure or delay in performance or payment due to contingencies beyond either party's reasonable control, including strikes, riots, terrorist acts, compliance with applicable laws or governmental orders, fires, and acts of God, shall not constitute a breach of this agreement.

(33) Cancelling Service:

The Christian County Commission reserves the right to discontinue service at any time by giving a 30-day notice. The vendor shall agree and understand that the vendor shall terminate the services upon written notification from Christian County. The decision by the Christian County Commissioners shall be final and without recourse.

(34) Determination for Award:

The award shall be made to the lowest priced and best responsive vendor. Christian County reserves the right to reject any bid which is determined unacceptable for reasons which may include but are not necessarily limited to: 1) failure of the vendor to meet mandatory general performance

specifications; and/or 2) failure of the vendor to meet mandatory technical specifications; and/or, 3) receipt of any information, from any source, regarding delivery of unsatisfactory product or service by the vendor within the past three years. As deemed in its best interests, Christian County reserves the right to clarify any and all portions of any vendor's offer.

Agreements signed by Christian County must be signed by at least a majority of the members of the County Commission. Agreements must be attested by the County Clerk and approved to form by the County Counselor. In addition, the County Auditor must certify that there is an unencumbered balance available to pay the contract cost.

(35) Protesting bid award:

A bid award protest must be submitted in writing and must be received by the county within ten (10) calendar days after the date of the award. If the tenth day falls on a Saturday, Sunday or state holiday, the period shall extend to the next business day. A protest submitted after the ten (10) calendar day period shall not be considered. The written protest should include the following information: (A) Name, address, and phone number of the protester, (B) Signature of the protester or the protester's representative, (C) Solicitation product, (D) Detailed statement describing the grounds for the protest; and supporting exhibits, evidence, or documentation to substantiate the claim.

(36) Suspension or debarment of Vendor:

The County Commission may suspend or debar a vendor for cause. The following shall be sufficient cause for suspension or debarment. The list is not meant to be all inclusive but shall serve as a guideline for vendor discipline and business ethics:

Failure to perform in accordance with the terms, conditions, and requirements of a contract/purchase order.

Violating any federal, state, or local law, ordinance or regulation in the performance of a contract/purchase order.

Providing false or misleading information on an application, in a bid, or in correspondence to county offices.

Failure to honor a bid for the length of time specified.

Colluding with others to restrain competition. Obtaining information, by whatever means, related to a proposal submitted by a competitor in response to a request for proposal in order to obtain an unfair advantage during the negotiation process.

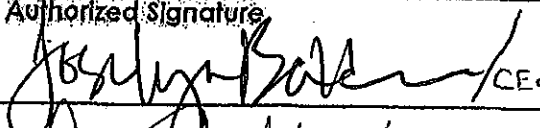
Contacting bid evaluators or any other person who may have influence over the award, without authorization from the County Commission, for the purpose of influencing the award of a contract; or giving gifts, meals, trips or any other thing of value or a monetary advantage for personal benefit, directly or indirectly, to an employee of the county or to any evaluator of bids/proposals.

The vendor may appeal suspension or debarment by submitting a written request to the County Commission within fifteen (15) calendar days after receipt of the formal notice. The vendor must provide specific evidence and reasons why the suspension or debarment is not necessary. On the basis of this information, the suspension may be modified, rescinded, or affirmed. The decision shall be final and mailed to all parties.

(37) Declaration:

The vendor hereby declares understanding, agreement, and certification of compliance to provide the items and/or services, at the prices quoted, in accordance with all terms and conditions, requirements, and specifications of this original invitation to bid. The vendor further agrees that upon receipt of an authorized purchase order from the Christian County Commission or when a Notice of Award is signed and issued by the Commission, a binding contract shall exist between the vendor and Christian County. Signature required below confirming understanding of this statement.

Doing Business as (DBA) Name CENTRAL BANK OF THE OZARKS	Legal Name of Entity/Individual Filed with IRS for this Tax ID No. SAME
Mailing Address 1800 S. GLENSTONE AVE.	IRS Form 1099 Mailing Address SAME
City, State, Zip Code SPRINGFIELD MO 65804	City, State, Zip Code SAME

Contact Person GREGORY G. RITCHIE	Email Address: GREG.RITCHIE@CENTRALBANK.NET
Phone Number 417.841.4336	Fax Number: 417.841.4380
Authorized Signature  / CEO	Date 6/18/2021

G. Ritchie / V.P. - COMMERCIAL SERVICES

BIDDER BUSINESS REFERENCE INFORMATION

Name: City of Springfield

Address: 840 North Boonville Ave., Springfield, MO 65802
65802

Tel No.: 417-864-1616

Fax No: 417-864-1625

Email: jvernon@springfieldmo.gov

Contact: Jody Vernon

Name: Evangel University

Address: 1111 North Glenstone Ave., Springfield, MO

Tel No.: 417-865-2811

Fax No none

Email: edwardsd@evangel.edu\

Contact: Dr. Robert H. Spence

Name: James River Assembly of God, Inc.

Address: 6400 North 19th St., Ozark, MO 65721
65101

Tel No.: 417-581-5433

Fax No none

Email: jferguson@jamesriver.org

Contact: Jenna Ferguson

Name: Cole County Collector of Revenue

Address: 311 East High St. Jefferson City MO

Tel No.: 573-634-9124

Fax No 573-634-9060

Email: lvincent@colecouny.org

Contact: Mr. Larry Vincent, County Collector

(38) Contact Information:

Any additional information desired may be requested by mail to the address listed, or by telephone to 417-582-4300. Information requests may also be e-mailed to countycommission@christiancountymo.gov. This e-mail address is for information requests only and shall not be used for submission of proposals or modifications to proposals. Such submissions will be rejected and deleted without notification to the sending party.

Thank you for your consideration of this Invitation to Bid. We appreciate your participation in the bidding process.

CHRISTIAN COUNTY COMMISSIONERS

Ralph Phillips, Presiding Commissioner

Hosea Bilyeu, Western Commissioner

Lynn Morris, Eastern Commissioner

Bid Specifications

Bid Submissions

All bids must be received on or before June 21st, 2021 at 8:45 a.m. Bids must be received in a sealed envelope to the Christian County Commission office 100 W. Church Street Room 100 Ozark, MO 65721. Clearly mark the envelope with your company name and address. No faxed or emailed bids will be accepted. All bids must be filled out on Christian County bid forms supplied in the attached specifications. If you have any products, additional services, or price adjustments please list these in the *additional charges/conditions* sections. All bids must be signed and have the company's information included. If you are bidding on more than one product or service, please include the company's information and sign every form you are bidding on. All bids must be in the format requested in the bid forms. Any variance from this can cause rejection of the bid. The bid forms are the only part that must be returned in your envelope. The specification details may be kept by the bidder. Any bid that is submitted must be honored for 30 days from the opening without any increase or change to price or penalty. Failure to comply with the above listed requirements may result in the rejection of the bid.

Bid Withdrawal

Any bid can be withdrawn up to 8:45 a.m. on June 21st, 2021 for any reason without penalties, but any bid not withdrawn by this time will be subject to honor the pricing and services stated within that bid.

Any bid can be withdrawn up to 8:45 a.m. on February 28, 2019 for any reason without penalties, but any bid not withdrawn by this time will be subject to honor the pricing and services stated within that bid.

Bid Opening

All bids will be opened and read aloud on June 21st, 2021 at 9:00 a.m. at the Christian County Commission Office. The bidders and public are welcome to attend the formal bid opening. No decisions relating to the award of any contract or agreement will be made at the bid opening. Copies of all bids will be available to anyone.

Bidder Responsibility

It is the responsibility of the bidder to have the bid submitted on or before the deadline stated in this packet on the proper forms. It is also the responsibility of the bidder to ensure that the prices they submit are firm and not subject to contingency or increases. If a bidder's prices are subject to increases, penalties, surcharges, or any additional costs or fees it must be stated on the *additional charges/conditions* section on each bid form. Any increase or decrease in a price is subject to affect the awarding of a contract. If a bidder fails to honor a stated price as submitted in the bid form or contract, Christian County Commission reserves the right to obtain the same product or service from the next lowest bidder who submitted a bid price for the same product or service. The original bidder shall then be responsible for the difference in price. It is the responsibility of the bidder to examine and review projects and specifications. All bidders are responsible to verify the quality, availability, and schedule of any products that they may need for this bid.

FINAL MANDATORY COMPLIANCE CHECKLIST:

Please use the below table to ensure your bid is fully compliant before you seal it for submission. If you have any questions regarding any of these items, please call:

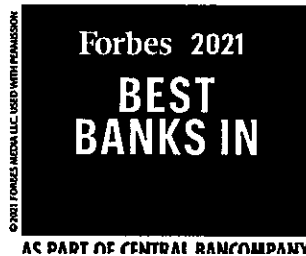
Madi Hires, Executive Administrative Assistant

(417) 582-4300

countycommission@christiancountymo.gov

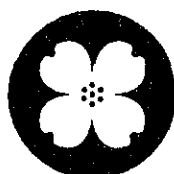
FINAL COMPLIANCE CHECKLIST	(✓)
I am submitting my bid prior to the specified deadline. (Page 2, Section 2)	✓
I understand that no faxed or electronically transmitted bids will be accepted. (Page 2, Section 1)	✓
I have filled out, signed, and dated the declaration page, and I understand that failure to do so will result in rejection of my bid. (Page 11, Section 37)	✓
I am including one (1) unbound original and four (4) copies of my bid. I understand that I must include The Price Sheet found in Exhibit A, Page 3 - Exhibit 1, and all pages thereafter.	✓
I am enclosing my bid in a sealed envelope, and I am marking the envelope "SEALED BID – DO NOT OPEN". (Page 2, Section 1)	✓
I have filled out, signed, and dated the Authorized to Bind Agreement, and understand that failure to do so will result in rejection of my bid. (Exhibit B, Page 2).	✓
I am indicating on the envelope the good/service that I am bidding on.	✓

**For the 13th year in a row,
our holding company, Central
Bancompany, has been recognized
as one of *America's Best Banks*
by Forbes magazine.
Ranked #4 in America 2021.**



BUSINESS SOLUTIONS
MEMBER FDIC

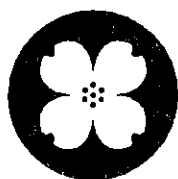




OUR PROMISE

We pledge to our clients the strength that is proven by our history, stability and resources. Our commitment is a partnership to help our valued customers reach their goals-proven through our community focus and local decision making that delivers a wealth of possibilities.





OUR BACKGROUND

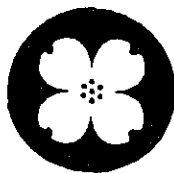
Central Bank of the Ozarks began in 1956 on the outskirts of Springfield (at that time) at the corner of Glenstone & Sunshine. We started as the vision of a handful of local merchants and entrepreneurs who collectively put their money to work for themselves and the community. As long time Central Bank of the Ozarks employee (over 50 years) Floyd Tucker says about that point in our history... "Everybody knew everybody back then. We knew most of the business community and would greet each customer as they came in as if they were longtime friends." This is still true today. Central Bank of the Ozarks has been able to stay focused on our original mission – to provide the financial services and solutions of a "big" bank with the decision-making of a community bank.

Our promise to our valuable clients is simple. Central Bank of the Ozarks is here to meet or exceed our customers' expectations by offering quality financial services and products at a competitive price. We also pledge to our clients the strength and stability of solid financial products and services that are proven by our long history of service in our community. Our commitment is a partnership... to help our valued customers reach their goals – with local decision making that delivers a wealth of possibilities.

Our strength and stability can also be validated by third party recognition such as Forbes Magazine. For 13 years running (2008-2020) our holding company as well as Central Bank of the Ozarks has been named one of the top banks in America on Forbes Magazine's top 100 Banks list. This is an honor that we can attribute to our great customers. We can only be as successful as the people we serve and the communities we serve.

Strong Roots. Endless Possibilities. This powerful statement is the culmination of the strong values that the Central Bank of the Ozark's name brings to the table. This statement stands for someone who values a reliable, honest and proactive banking relationship. A relationship that helps them simplify the complicated world of money matters, and make better financial decisions.





COMPANY INFORMATION

Central Bank of the Ozarks has been serving southwest Missouri since 1956 and offers a host of community based banking and financial services in Springfield, Nixa, Ozark, Highlandville, Marshfield, Strafford, Fair Grove, Pleasant Hope, Republic and Battlefield. Central Bank of the Ozarks is part of Central Bancorporation, a \$17 billion, Missouri-based bank holding company with 13 full-service community banks and more than 250 locations in 78 communities serving consumers and businesses in Missouri, Kansas, Illinois, Oklahoma, Tennessee, North Carolina, and Colorado.

Main Office:	1800 South Glenstone, Springfield, MO 65808
Phone:	417-881-3100, Fax: 417-841-4283
Top Executives:	Joselyn Baldner, President & CEO Russ Marquart, Chairman of the Board
Asset Size:	\$1 Billion+
Deposit Size:	\$1 Billion+
Branches:	23 located in Springfield, Nixa, Ozark, Highlandville, Marshfield, Strafford, Fair Grove, Pleasant Hope, & Republic.
Employees:	250+
Years in Business:	64 (Since 1956)
Services:	Community based banking and financial services.
Board of Directors:	Russ Marquart (Chairman), Michael Williamson, Mark Cook, Judi Samuel, John Twitty, Chris Nattinger, Tom Rankin, Mark Walker, and Mark McNay



CENTRAL BANK OF THE OZARKS- EXECUTIVE OFFICERS	
Russell R. Marquart	Chairman of the Board
Joselyn Baldner	President, Chief Executive Officer
Bob Berlin	Executive Vice President, Chief Lending Officer
Jim Nacy	Executive Vice President, Chief Financial Officer

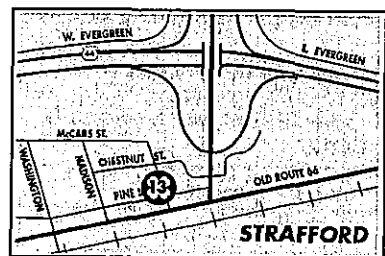
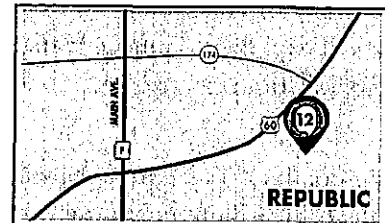
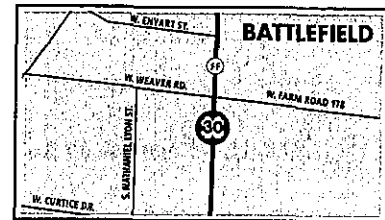
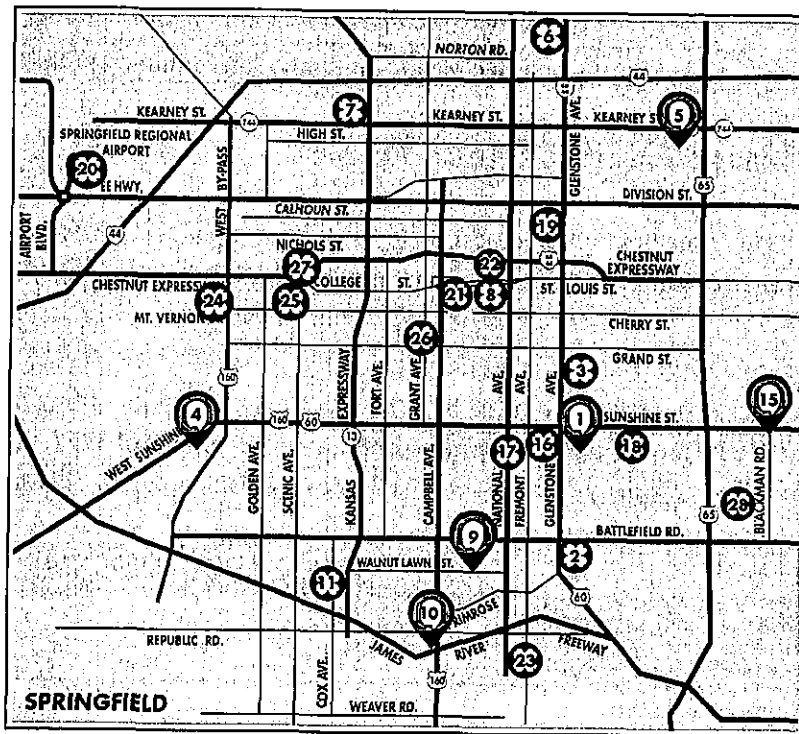
Central Bank of the Ozarks is a Subsidiary CENTRAL BANCOMPANY

In its brief history, Central Bancompany has become one of the largest bank holding companies in Missouri with total assets of over \$12.5 billion. It also has the strongest capital ratio of any multi-bank holding company in the Eighth Federal Reserve District.

On November 6, 1970, Central Bancompany was incorporated in the State of Missouri as a bank holding company with Central Trust Bank being the first bank to become a part of the Bancompany in December of 1971. Today, Central Bancompany consists of thirteen holding company banks as well as three other subsidiaries. These include:

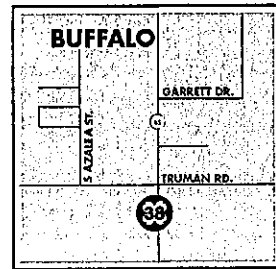
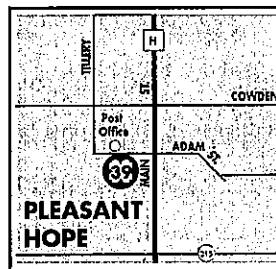
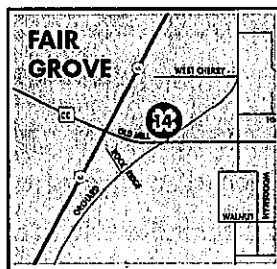
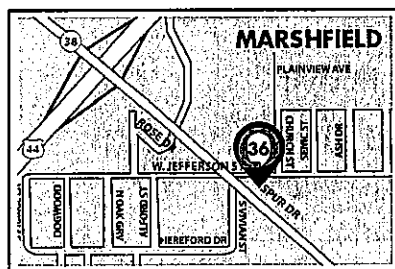
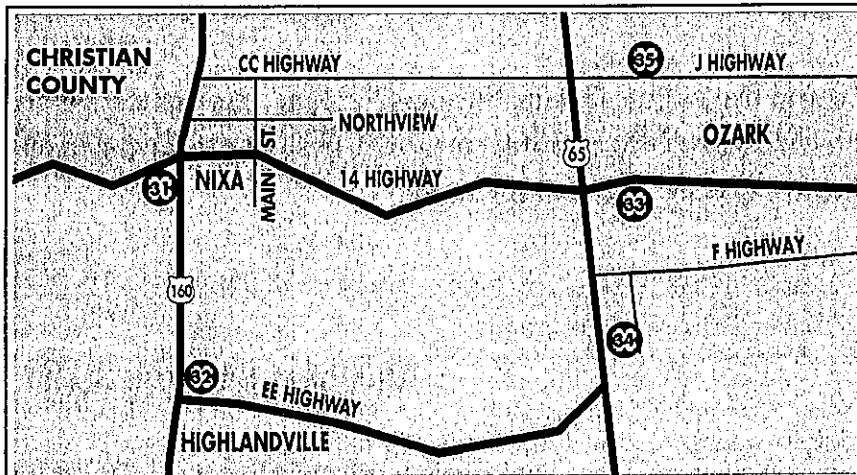
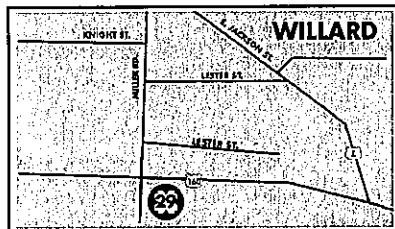
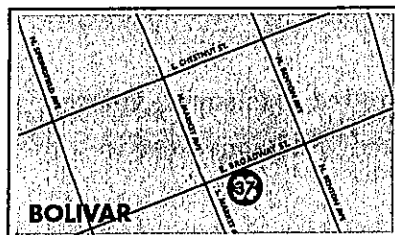
BANK OR SUBSIDIARY	LOCATION	DATE ACQUIRED/FORMED
Central Bank	Jefferson City, Missouri	1971
Jefferson Bank of Missouri	Jefferson City, Missouri	1972
Central Bank of St. Louis	Clayton, Missouri	1972
Guaranty Trust Company	St. Louis, Missouri	1973
Central Bank of Boone County	Columbia Missouri	1974
Central Bank of Audrain County	Mexico, Missouri	1977
City Bank of Moberly	Moberly, Missouri	1980
Central Bank of the Ozarks	Springfield, Missouri	1980
Central Bank Lake of the Ozarks	Lake Ozark, Missouri	1985
Central Bank of Branson	Branson, Missouri	1988
Central Bank of Sedalia	Sedalia, Missouri	1992
Central Bank of the Midwest	Lee's Summit, Missouri	1993
Central Bank of Warrensburg	Warrensburg, Missouri	1997
Central Technology Services	Jefferson City, Missouri	1998
Central Mortgage Company	Jefferson City, Missouri	2000
Central Bank of Oklahoma	Tulsa, Oklahoma	2004
Bank Central	Denver, Colorado	2019

LOCATIONS AND FINANCIAL SERVICES



SPRINGFIELD/GREENE COUNTY

1. **Main Bank - Sunshine & Glenstone****
1800 S. Glenstone - 881-3100
Lobby: Mon.-Fri. 9am - 5pm
**VTM: Mon.-Sat. 7am - 7pm
2. **Central Bank South Glenstone***
3212 S. Glenstone - 887-0771
Lobby: Mon.-Fri. 9am - 5pm, Sat. 9am - 12pm
Drive-Up: Mon.-Fri. 8am - 6pm, Sat. 9am - 12pm
3. **Central Bank Glen Isle* - Glen Isle Center**
1436 S. Glenstone - 881-3100
Lobby: Mon.-Fri. 9am - 5pm, Sat. 9am - 12pm
Drive-Up: Mon.-Fri. 7am - 7pm, Sat. 9am - 12pm
4. **Springfield Plaza** - 881-3100**
3720 W. Sunshine Street
Lobby: Mon.-Fri. 9am - 5pm, Sat. 9am - 12pm
Drive-Up: Mon.-Fri. 8am - 5pm, Sat. 9am - 12pm
**VTM: Mon.-Sat. 7am - 7pm
5. **Central Bank Kearney****
2960 E. Kearney - 881-3100
Lobby: Mon.-Fri. 9am - 5pm
Drive-Up: Mon.-Fri. 9am - 5pm
**VTM: Mon.-Sat. 7am - 7pm
6. **Central Bank North Glenstone***
3555 N. Glenstone Ave. - 881-3100
Lobby: Mon.-Fri. 9am - 5pm
Drive-Up: Mon.-Fri. 8:30am - 5pm
7. **Central Bank North Kansas - Kansas & Kearney**
2501 N. Kansas - 881-3100
Lobby: Mon.-Fri. 9am - 5pm, Sat. 9am - 12pm
Drive-Up: Mon.-Fri. 8am - 6pm, Sat. 9am - 12pm
8. **Central Bank Hammons Tower***
901 St. Louis Street - 869-9100
Lobby: Mon.-Fri. 9am - 5pm
Drive-Up: Mon.-Fri. 8:30am - 5pm
9. **Central Bank South National** - S. National & Walnut Lawn**
3333 S. National - 881-5100
Lobby: Mon.-Fri. 9am - 5pm, Sat. 9am - 12pm
Drive-Up: Mon.-Fri. 8am - 5pm, Sat. 9am - 12pm,
**VTM: Mon.-Sat. 7am - 7pm
10. **Central Bank Campbell****
4221 S. Campbell - 887-6025
Lobby: Mon.-Fri. 9am - 5pm, Sat. 9am - 12pm
Drive-Up: Mon.-Fri. 8:30am - 5pm, Sat. 9am - 12pm
**VTM: Mon.-Sat. 7am - 7pm
11. **Central Bank Chesterfield Village***
1940 W. Chesterfield Blvd. - 823-9000
Lobby: Mon.-Fri. 9am - 5pm, Sat. 9am - 12pm
Drive-Up: Mon.-Fri. 8am - 5pm, Sat. 9am - 12pm
12. **Central Bank Republic****
1110 E. Independence - 732-8065
Lobby: Mon.-Fri. 9am - 5pm, Sat. 9am - 12pm
Drive-Up: Mon.-Fri. 8am - 5pm, Sat. 9am - 12pm
**VTM: Mon.-Sat. 7am - 7pm
13. **Central Bank Strafford***
213 E. Old Route 66 - 736-3555
Lobby: Mon.-Fri. 9am - 5pm, Sat. 9am - 12pm
Drive-Up: Mon.-Fri. 8:30am - 5:00pm, Sat. 9am - 12pm
14. **Central Bank Fair Grove**
21 North Orchard Blvd. - 759-2593
Lobby: Mon.-Fri. 9am - 4pm, Sat. 9am - 12pm
Drive-Up: Mon.-Fri. 8:30am - 5pm, Sat. 9am - 12pm
15. **Central Bank Blackman Road & Sunshine****
3810 E. Sunshine
Lobby: Mon.-Fri. 9am - 5pm
Drive-Up: Mon.-Fri. 9am - 5pm
**VTM: Mon.-Sat. 7am - 7pm
16. **Automatic Teller Machine (ATM)***
Plaza Towers - 1915 S. Glenstone Ave
17. **Automatic Teller Machine (ATM)**
Mercy - 1235 E. Cherokee
18. **Automatic Teller Machine (ATM)***
Southern Hills Shopping Center - 2900 E. Sunshine
19. **Automatic Teller Machine (ATM)**
Evangel College - 1111 N. Glenstone
20. **Automatic Teller Machine (ATM)**
Springfield-Branson National Airport - 2300 Airport Blvd.
21. **Automatic Teller Machine (ATM)**
219 Park Central South



22. Automatic Teller Machine (ATM)
Hammons Field - 955 E. Trafficway
23. Automatic Teller Machine (ATM)
Fremont Corners - 1380 E. Republic Rd.
24. Automatic Teller Machine (ATM)
Casey's Springfield - 4124 West Chestnut Expy.
25. Automatic Teller Machine (ATM)
Casey's Springfield - 703 S. Scenic
26. Automatic Teller Machine (ATM)
Casey's Springfield - 949 S. Grant Ave.
27. Automatic Teller Machine (ATM)
Casey's Springfield - 2715 W. Chestnut Expy.
28. Automatic Teller Machine (ATM)
Springfield Catholic High School - 2340 S. Eastgate Ave.
29. Automatic Teller Machine (ATM)*
Murfin's Market - HWY 160 & Miller Rd, Willard
30. Automatic Teller Machine (ATM)*
Battlefield, MO - 5021 S. State Hwy. FF

CHRISTIAN COUNTY

31. Central Bank Nixa*
Hwy. 160 & 14 - 725-2611
Lobby: Mon-Fri. 9am - 5pm, Sat. 9am - 12pm
Drive-Up: Mon.-Fri. 7:30am - 6pm, Sat. 9am - 12pm
32. Central Bank Highlandville*
Hwy. 160 & EE - 443-3813
Lobby: Mon.-Fri. 9am - 5pm
Drive-Up: Mon.-Fri. 9am - 5pm
33. Central Bank Ozark North*
1520 W. Jackson - 581-9474
Lobby: Mon.-Fri. 9am - 5pm, Sat. 9am - 12pm
Drive-Up: Mon.-Fri. 8am - 5pm, Sat. 9am - 12pm
34. Central Bank Ozark South*
1910 W. Marler - 582-7700
Lobby: Mon.-Fri. 9am - 5pm, Sat. 9am - 12pm
Drive-Up: Mon.-Fri. 8am - 5pm, Sat. 9am - 12pm

35. Automatic Teller Machine (ATM)*
1607 W. State Hwy. J, Ozark

WEBSTER/POLK/DALLAS COUNTIES

36. Central Bank Marshfield**
1197 Spur Drive - 859-2060
Lobby: Mon.-Fri. 9am - 5pm, Sat. 9am - 12pm
Drive-Up: Mon.-Fri. 8am - 5pm, Sat. 9am - 12pm
**VTM: Mon.-Sat. 7am - 7pm
37. Central Bank Pleasant Hope*
103 S. Main Street - 267-2211
Lobby: Mon.-Fri. 9am - 4pm
Drive-Up: Mon.-Fri. 8:30am - 5pm
38. Automatic Teller Machine (ATM)
Casey's Bolivar - 328 E Broadway, Bolivar
39. Automatic Teller Machine (ATM)*
Hwy. 65 & Truman Rd, Buffalo

Note: Automatic Teller Machines are available at all banking facilities.

* Indicates Image Enabled Deposit ATM at this location.



** Indicates a facility with Video Teller Machine (VTM) where you can interact with a live video teller from 7:00 am - 7:00 pm Monday-Saturday.

MEET YOUR BUSINESS BANKING SERVICES TEAM

Central Bank of the Ozarks Business Banking Services team is committed to ensuring you receive knowledgeable help and great measures of support. Each person listed will be involved in some direct way with your banking needs.

Business Banking Staff

Business Banking Director - Gregory Ritchie

Operations Manager/AVP - Katie Carlisle

Business Banking Support Specialist - Alex Keenan

Business Banking Support Specialist - Maggie Lee

Business Development Specialist - Heather McGuigan

Business Development Specialist - Jessica Gilmore

Business Development Specialist - Kacie Joyce



EXHIBIT A

BANKING SPECIFICATIONS

1. Complete the attached PROPOSED COST SCHEDULE (Exhibit 1).

Central Bank of the Ozarks would like to propose a fixed, flat monthly fee of \$800 in lieu of itemized pricing. This fixed cost will never change throughout the entirety of the contract regardless of volume fluctuations and will include payroll processing and ACH services.

2. Detail costs, procedures and deadlines associated with ACH payroll processing. Give computed ACH cost for one bi-weekly payroll with approximately 250 potential participants. Detail deadlines for Friday morning account crediting.

Central Bank of the Ozarks provides a robust ACH processing system with live support ready to assist. We offer same day processing up to 12PM, and next day processing up to 7PM. Please see #1 to reference cost of payroll processing example.

3. Please state proposal for interest calculation as outlined in SECTION 2 of Conditions. Interest rate paid on the accounts that are used to purchase United States Government (or agency of the United States Government) security repurchase agreements shall be stated as a specified number of basis points above or below the most recent overnight Federal Funds Rate as published in Section C, Markets Diary in the Wall Street Journal. Please consider including a Guaranteed Floor Rate of Interest in your bid. **This will be given consideration in determining our depository institution.**

Option 1 - Central Bank of the Ozarks would like to propose a floating rate of 75% of the Federal Funds Rate, with a floor of .10% (10bps) on all amounts and accounts with us during the entirety of the contract.

4. Please Submit the proposal for compliance with collateralization requirements specified.

Central Bank of the Ozarks will provide receipt of pledges and monthly statements of pledged securities, which include the par value, and market value of each security held. This information can be found on the monthly bank statements, which is illustrated on the following page.

Detailed Explanation of Invest accounts

Invest account

No. 001031619

Beginning Balance March 31, 2021

\$ 655,906.51

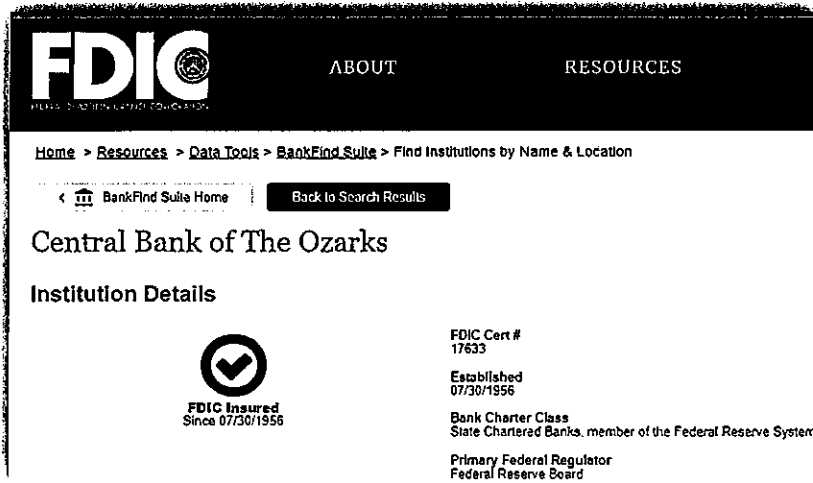
Investments Purchased

Date		Amount Invested/ Market Value
04/01	Repo Investment Purchases	397,603.84
04/02	Repo Investment Purchases	397,603.84
04/05	Repo Investment Purchases	410,343.86
04/06	Repo Investment Purchases	433,184.05
04/07	Repo Investment Purchases	474,431.08
04/08	Repo Investment Purchases	513,032.93
04/09	Repo Investment Purchases	457,195.31
04/12	Repo Investment Purchases	765,160.81
04/13	Repo Investment Purchases	765,922.89
04/14	Repo Investment Purchases	787,378.74
04/15	Repo Investment Purchases	1,238,176.08
04/16	Repo Investment Purchases	1,242,414.06
04/19	Repo Investment Purchases	1,244,219.17
04/20	Repo Investment Purchases	1,456,506.64
04/21	Repo Investment Purchases	1,062,835.36
04/22	Repo Investment Purchases	1,314,364.41
04/23	Repo Investment Purchases	1,313,917.89
04/26	Repo Investment Purchases	1,359,998.22
04/27	Repo Investment Purchases	1,363,098.99
04/28	Repo Investment Purchases	1,166,319.65
04/29	Repo Investment Purchases	1,166,319.65
04/30	Repo Investment Purchases	1,053,076.35
		+\$ 20,383,103.80

Investments Matured

Date		Amount Invested/ Market Value
04/01	Repo Investment Maturities	655,906.51
04/02	Repo Investment Maturities	397,603.84
04/05	Repo Investment Maturities	397,603.84
04/06	Repo Investment Maturities	410,343.86
04/07	Repo Investment Maturities	433,184.05
04/08	Repo Investment Maturities	474,431.08
04/09	Repo Investment Maturities	513,032.93
04/12	Repo Investment Maturities	457,195.31
04/13	Repo Investment Maturities	765,160.81
04/14	Repo Investment Maturities	765,922.89
04/15	Repo Investment Maturities	787,378.74
04/16	Repo Investment Maturities	1,238,176.08
04/19	Repo Investment Maturities	1,242,414.06
04/20	Repo Investment Maturities	1,244,219.17
04/21	Repo Investment Maturities	1,456,506.64
04/22	Repo Investment Maturities	1,062,835.36
04/23	Repo Investment Maturities	1,314,364.41
04/26	Repo Investment Maturities	1,313,917.89
04/27	Repo Investment Maturities	1,359,998.22
04/28	Repo Investment Maturities	1,363,098.99

Additionally, a copy of our current FDIC registration is included below.



5. **ON-LINE**
ELECTRONIC BANKING SERVICES

- a. The depository's ability to provide interactive access through the internet that allows account balance inquiry, account transfers, ACH processing, stop payments, wire transfers, and direct deposit of payroll checks to various banking institutions. Include setup charges, on-line charges, and monthly charges, per transaction costs that are in addition to, or in lieu of traditional costs quoted in Part 1 of this proposal.
- b. Detail whether memo post information is available and whether entered data is accepted immediately or batch processed by the depository at a later time. Detail how much history is available (i.e., current month, prior, month, six months, year, etc.) and whether or not query processing is available for specified date ranges.
- c. The depository's ability to download files on demand from the depository computer to County's network containing check-clearing information. Include record format of downloaded files and any costs over and above monthly account access charges.
- d. Detail whether downloaded files will contain current information, prior day transactions or weekly/monthly batch information. If downloading files directly is not available, detail proposed alternatives (i.e., magnetic tape or diskette transfer) and charges associated with the alternative. Approximately 50,000 items will be downloaded during the course of the Agreement.

- e. The depository's ability to upload ASCII files containing information necessary for ACH debit process, include record format required for file acceptance and all costs associated with file transfer for ACH processing. Detail any costs that is in addition to or in lieu of cost quoted in Part A, of this proposal for ACH debit transactions.
- f. Provide a minimum of two references of current users of your electronic banking services proposed.

Central Bank of the Ozarks understands and agrees to this requirement. We are proud to offer the County the same capabilities of the country's largest banks while providing the level of personal and knowledgeable service that only a community bank provides.

Our electronic banking platform, BusinessLink, provides authorized personnel with industry-leading capabilities, including generating scheduled as well as on-demand wire transfers, and provides robust, layered user security roles.

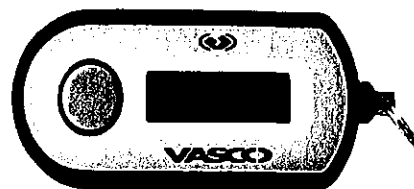
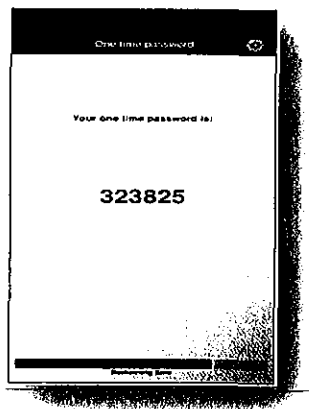
✓ **Value Added Feature-** Single Sign-on

Unlike some competitors, our online system provides single sign-on (SSO) which allows users to sign in one time to access all of Central Bank's online services, including wire transfer capability.

Central Bank of the Ozarks continues to enhance our security features to ensure users online transactions and transmission of files remains completely secure. Multi-factor authentication, out-of-band verification, and dual approval workflows along with secure email and file transmission protocols that utilize the latest and strongest forms data encryption represent our commitment to safeguarding our customers' financial data. Multi-factor authentication is a term used to describe an authentication mechanism where more than one piece of information is required to authenticate a user. We have chosen a small, digital token device to provide users with a random code that changes every few seconds. The user utilizes this unique code, combined with his or her User ID and Password, to access Business Online Services.

Your User ID in combination with your password and the PIN displayed on your token device will grant you secure access once you have been "authenticated".

We offer two options for token access – hard or mobile. These options give our customers the same high level of security in two unique devices. An example of the mobile app used to obtain a PIN is shown on the left, and a hard token used to obtain your PIN is on the right.



After receiving a PIN, users enter the code along with their unique information at the Login screen, shown below.

The screenshot shows the Central Bank login page. The header includes links for Login, Locations / ATMs / Hours, and Careers. The main navigation bar lists Personal, Small Business, Corporate & Government, Mortgage Center, and Learning Center. The central content area has a 'Log into your account' section with fields for Username (example: 'exampleuser'), Password, and a 'Log In' button. Below this is a 'Security Center' link. A large background image shows a person's hands holding a pen over a document. A callout box on the right provides the following instructions:

- Sign in to Central Bank's website.
- Enter your User ID and select Log In.
- Enter in your Password and PIN received from the Token device screen, (i.e. 612345403580)
- Token Password = 612345
- Token PIN = 403580

In the steps illustrated below, the user has already logged in to Business Online Services. The user hovers over the *Payments* tab and selects *Access ACH/Wires* to begin the process.

The screenshot shows the Central Bank Business Online Services dashboard. The header includes links for Business Online Services, Manage Alerts, Settings, Help, and Sign Out. The main navigation bar lists Home, Transfers, Payments, Other Services, and Administration. The 'Payments' tab is selected, showing options for Account Summary, Loan Payments, Bill Pay, and Security Tip. The 'ACH / Wires' section is highlighted with a red circle, and the 'Access ACH / Wires' link is also highlighted. Below this is a table with columns for Nickname, Type, Account Number, Balance, and Jump To.

Once the page appears, users select the Wire Transfer tab to access all wire transfer options available.

The screenshot shows the BusinessLink Wire Transfer page. The header includes the BusinessLink logo. The main navigation bar lists Administration, Wire Transfer, and ACH. The 'Wire Transfer' tab is highlighted with a red circle. Below this is a 'Messages' section with a 'View messages' link. A 'Welcome to BusinessLink' message is displayed on the right.

Wire Transfer Initiation of a single transaction

The process for initiating a single transfer is illustrated below.

BusinessLink

Administration | Wire Transfer | ACH

Summary | **Create Single Transfer** | Create Multi-Transfer | Batch Import | Approval | Profile Maintenance | Reports

Wire Transfer: Select Profile Information

Select Profile Information

1. User clicks on the appropriate creation button

2. Click on the radio button for 'Existing Profile' or 'Create New'

3. Select appropriate profile from drop down box

4. Click 'Next' button

☒ Use Existing Profile ☐ Create New (Create Payment Without a Profile)

Profile:

Account: Currency:

Payment Method:

Payment Type:

Cutoff Time:

Next **Cancel**

The user enters the appropriate information here. If using an existing profile, this information would be prefilled. The screen below shows a sample of what the information would look like after being completed.

BusinessLink

Administration | Wire Transfer | ACH

Summary | **Create Single Transfer** | Create Multi-Transfer | Batch Import | Approval | Profile Maintenance | Reports

☐ Use Existing Profile ☒ Create New (Create Payment Without a Profile)

Profile Name:

Payment Method: DOMESTIC WIRE TR

Cutoff Time: 17:00

Sender Information

Sending Account Number: TEST CHECKING Currency Code: USD

Name: ROR GOV T DIVISION TEST Address: 10 BOX 1033
JEFFERSON CITY MO 65102-1033
USA

Amount: 1.00 USD Value Date: 04/07/2016

Process Date: 04/07/2016

Beneficiary Information

Beneficiary Name: Jbs Lincoln Address 1: 123 Main Street

Beneficiary Account Number: 123456789 Beneficiary Address 2: JC MO

Beneficiary FI ID Type: FED ABA Beneficiary Address 3: 01 Central Bank

FI ID: 08590634 FI Name: JJE National Bank

Address: Jefferson City MO 65102

Send FI

OK **Cancel**

Once the user has completed the required information above they would click on "Submit and Continue" if they had more wires to initiate or "Submit and End" if this was the only or last wire to be sent.

Sender/Receiver

Sender Information

Sending Account Number* 123456789 - GENERAL ACCOUNT
Currency Code: USD

Name: 999 CTS TEST UPGRADE
Address: 2100 STEWART DRIVE
JEFFERSON CITY MO 65109
USA

Amount: 1.00 USD
Value Date: 04/06/2016

Process Date: 04/06/2016

Beneficiary Information

Beneficiary Name: ABE LINCOLN
Beneficiary Account Number: 123456789

Address 1: 123 MAIN
Beneficiary Address 2: JC MO
Beneficiary Address 3:

FI Name: 01 CENTRAL BANK
Address: 233 MADISON ST
JEFFERSON CITY

User has the ability to review and edit information before clicking on the appropriate submit button.

Submit & Continue
Submit & End
Modify
Cancel

If the wire transfer is a repetitive wire, a profile can be established by selecting Profile Maintenance.

BusinessLink

Administration
Wire Transfer
ACH

Summary
Create Single Transfer
Create Multi-Transfer
Batch Import
Approval
Profile Maintenance
Reports

Wire Transfer: Summary
Wire Transfer Summary Data

To create a new profile, users select the + sign and enter the appropriate information.

BusinessLink

Administration
Wire Transfer
ACH

Summary
Create Single Transfer
Create Multi-Transfer
Batch Import
Approval
Profile Maintenance
Reports

Wire Transfer: Profile Maintenance
Profile Maintenance

Status	Profile Name	Profile Description	Profile Type	Cutoff Time	Payment Method	Sending

Users complete the profile name and description, choose domestic or international wire from the drop-down menu and select next.

Profile Name:*	Test Wire
Description:	Test Wire
Financial Institution:*	01 CENTRAL BANK
Profile Type:*	Repetitive
Payment Method:*	DOMESTIC WRE TR
Cutoff Time:	16:00 CST
Next Cancel	

Users complete the required information and select Save.

- Sender/Receiver	
Sender Information	
Sending Account Number:*	v
Currency Code:	
Name:	CDM GOV T DIVISION TEST
Address:	PO BOX 1053 JEFFERSON CITY MO 65102-1053 USA
Amount:*	v
Value Date:*	
Process Date:	
Beneficiary Information	
Beneficiary Name:*	
Beneficiary Account Number:*	
Beneficiary FI ID Type:	FED ABA
FI ID:*	
Select FI	
Address 1:	
Beneficiary Address 2:	
Beneficiary Address 3:	
FI Name:*	
Address: *	
Other Information:	
Additional Information	
Save Cancel	

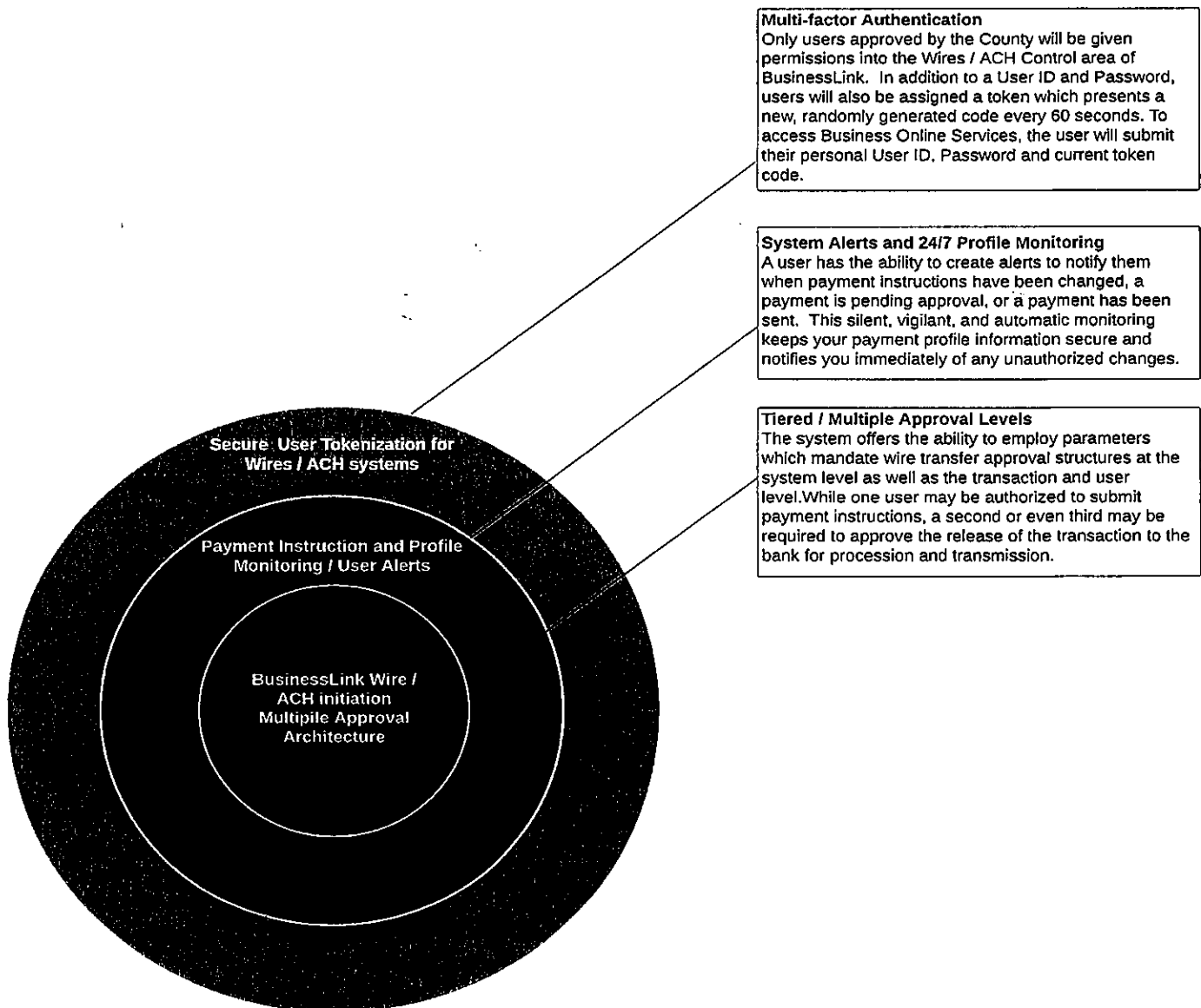
Once users are ready to create the wire transfer, they complete the steps outlined and select Use Existing Profile. The remaining steps and reports are the same regardless of whether it is a single or repetitive wire.

We strongly recommended that the County utilize our Dual Approval feature when submitting wire transfers. Dual approval is an industry best practice, and provides a third level of verification and strongest level of security for online wire transactions.

✓ **Value Added Feature-** Triple Layered Security

Within BusinessLink and our wire transfer platform, the County benefits from three (3) layers of robust security, described below.

BusinessLink Wires and ACH Triple Layered Security



To approve a wire transfer:

For Dual Approval, the second user would have to approve the wire before the wire is released to Central Bank. To approve a wire the user would take the following steps:

Select Approval:

BusinessLink

Administration **Wire Transfer** ACH

Summary Create Single Transfer Create Multi-Transfer Batch Import **Approval** Profile Maintenance Reports

Wire Transfer: Approval Summary

Approval Summary

Highlight the wire transfer waiting approval, right click on it and choose either View & Approve or Quick Approval.

Process Date	Entry Date	Value Date	Status	Payment Profile	Type	Sending Account #	Sending Account Name	Beneficiary Account #	Beneficiary Name
04/22/2016	04/22/2016	04/22/2016	Pending 1 Approval	Family Time	Repetitive	41	GLOBAL - OPERATING	89	Member Processing
04/22/2016	04/22/2016	04/22/2016	Pending 1 Approval	View & Approve	Repetitive	41	GLOBAL - OPERATING	57	Speaker's Consult
04/22/2016	04/22/2016	04/22/2016	Pending 1 Approval	Quick Approval	Repetitive	41	GLOBAL - OPERATING	89	PREMIUM DESTINY
04/22/2016	04/22/2016	04/22/2016	Pending 1 Approval	POI	Repetitive	41	GLOBAL - OPERATING	89	PREMIUM DESTINY

Once the wire transfer is reviewed, the approver selects Approve.

Approve Cancel

Confirmation of the transaction is received by either fax or email. A sample confirmation is illustrated below.

CENTRAL BANCOMPANY
INCOMING WIRE TRANSFER
ADVISE OF CREDIT
E-MAIL NOTIFICATION

Customer Name: CENTRAL TRUST BANK
Account Credited:

Dollar Amount: \$49,002.71
FED OMAD Reference #: 20160405H687011C00015104051225FTD3

WIRE TRANSFER INFORMATION:

Sending Bank: BANK NA
Sending Bank ABA: 071000288

Originator: CORP
Originator Account:
Originator Info: MISSOURI
SUITE 500
OVERLAND PARK, KS, 66210

Originating Bank:
Instructing Bank:

Beneficiary:
Beneficiary Account:
Beneficiary Info: PO BOX 2
JEFFERSON CITY MO 65102 US

Intermediary Bank:
Beneficiary Bank:

Reference for BNF:
Originator to BNF Information: MARCH 2016
Bank to Bank Information:

6. FINANCIAL STABILITY- Provide financial data required.

Please see attachment 1.

7. Provide a copy of the most recent IDC Financial Ratings for this financial institution.

Please see attachment 2.

8. FUNDS AVAILABILITY SCHEDULE-include a copy of your Funds Availability Schedule
All funds clearing on a domestic financial institution will be available on the next day. The timing of the credit to the county's accounts depends on the type of transaction:

- Checks: Next-day credit up to 7PM
- ACH: Next-day credit up to 11PM.
- Same Day ACH – same day credit up to 3PM
- Wires: Same day availability up to 4PM

9. BANK STATEMENT- include a sample copy of your bank statement.

Please see Online Services above.

10. Include a CD-ROM (or other approved format) with Sample images of cleared checks and deposit items.

Central Bank of the Ozarks understands and agrees to this requirement. We will provide either a secure downloadable file or a CD-ROM with the corresponding software. Both options are detailed below:

Image Export Files

We can transmit files of images of paid items, over a secure internet connection directly to the County. This ability to transmit a file containing an export of the images of paid items provides additional flexibility to manage the electronic storage of the check images.

CD-ROM

We can provide paid check images on CD-ROM rather than returning your canceled checks or providing images with your statement. CD-ROM is a convenient alternative to storage and record keeping for your accounts.

Additionally, County staff will be able to easily perform on-demand searches for specific paid items through our electronic online banking system, BusinessLink, as well as our Positive Pay System.

Images of paid items (front and back) are maintained for 18 months on BusinessLink, and up to 7 years on our services at our wholly owned technology company, Central Technology Services (CTS). Below is an example of how County staff will be able to obtain images of a paid item through BusinessLink on demand.

Date	Type	Description	Check #	Amount	Balance
05/17/2016	Account Transfers	to CTB CK 3		-\$1.00	\$47.89
05/13/2016	Account Transfers	to CTB CK 3		-\$1.00	\$48.89

Check numbers will appear here, along with an  icon that displays the front and back of

11. Provide a detailed list of any exceptions to TERMS AND CONDITIONS.

Central Bank of the Ozarks does not take any exception to Christian County's Terms and Conditions as set forth in the Request for Proposal.

12. Provide a listing of business teller service locations and hours.

Central Bank of the Ozarks provides convenient locations throughout Christian County and the surrounding area. In the about us section of this proposal is a map and list of our full service locations along with ITM and ATM information.

13. Please state whether this financial institution would provide other County Officeholders and departments including, but not limited to the County Sheriff, Recorder, Circuit Clerk, Juvenile, Drug Court, Law Library, Collector and Circuit Court, with checking accounts and banking services based upon the PROPOSED COST SCHEDULE of Exhibit "1" of this Agreement. If not, please describe the costs for maintaining such accounts.

Please see Attachment 4.

14. Securities Deposit: RSMO. 110.20; *The value of the securities deposited and maintained by a legal depository under Section 110.010 shall at all times be not less than one hundred percent of the actual amount of the funds on deposit with the depository, less the amount, if any, insured by the Federal Deposit Insurance Corporation.*

Central Bank of the Ozarks understands and agrees to this requirement.

EXHIBIT 1

PROPOSED COST SCHEDULE

ITEM	PROPOSED COST	VOLUME
Deposit Items	Included in flat monthly fee	33,000
Checks Paid	Included in flat monthly fee	6500
Returned Checks	Included in flat monthly fee	55
Account Transfers	Included in flat monthly fee	50
Stop Payments	Included in flat monthly fee	40
ACH Transactions	Included in flat monthly fee	1500
Incoming	Included in flat monthly fee	
Outgoing Direct Deposit	Included in flat monthly fee	90 Files
Wire Transfers	Included in flat monthly fee	
Incoming	Included in flat monthly fee	25
Outgoing	Included in flat monthly fee	250
Account Maintenance	Included in flat monthly fee	Per month
Monthly Bank Statements w/account analysis	Included in flat monthly fee	Per month 13 monthly 2quarterly
Security Safekeeping	Included in flat monthly fee	
Safe Deposit Box-List size and location with pricing	Included in flat monthly fee	One 3x10, One 5X10, One 10x10
Credit Card Fees	Please see attachment 3.	Collector 2.5% Treasurer 2.89% & 0.18 cents 4.13% & 0.18 cents Monthly Fixed @29.75
Debit Card Fees		Same As Above
Other costs: itemized on separate sheet of paper		

OTHER FEES

ITEM	PROPOSED COST
Deposited Checks Returned	Included in flat monthly fee
Recleared Deposited Items	Included in flat monthly fee
ACH Return Items	Included in flat monthly fee
ACH File Reversals	Included in flat monthly fee
ACH Item Reversal	Included in flat monthly fee
Image Copies of Checks	Included in flat monthly fee
Research and Reconciling	Included in flat monthly fee
Special Statement	Included in flat monthly fee
Statements on CD	Included in flat monthly fee
Monthly Internet Banking Fee	Included in flat monthly fee

BANKING DEPOSITORY SPECIFICATIONS

Agreement must include effective date of 1st day of July 2021, by and between the COUNTY OF CHRISTIAN, STATE OF MISSOURI, a political subdivision consisting of a county of the first classification, without a charter form of government (hereinafter referred to as the "County"), and the Bank and each hereby state;

In compliance with the provisions of Chapter 110, RSMo., the County, on the 28th day of June 2021, will select and designate the Bank as the official depository to receive the funds of the County from the 1st day of July 2021 through the 30th day of June 2023, and the Bank has accepted said designation and agreed to act as said depository. The County and the Bank agree that the contract would have an option to be extended for the period of the 30th day of June 2023 through the 30th day of June 2025, unless one or both of the parties provides written notification not later than the 30th day of May 2023, that the contract will not be extended. The Bank shall notify the Christian County Commission and any other office or department utilizing the County's Tax ID in writing and the County will provide written notification to the Bank through the officer assigned pursuant to 4.4 of the proposed agreement.

SECTION 1-ACCOUNTS

- 1.1 Provide full service checking account with two copies of the monthly bank statement and account analysis reflecting monthly beginning balance, plus deposits, less check honored each month. One copy shall be provided to the County Treasurer and one copy to the County Clerk as required in Chapter 110, RSMo., and for the County Collector's accounts, one copy shall be provided to the County Collector and one to the County Auditor and for the Recorder of Deeds one copy shall be provided.
- 1.2 This depository will serve as a clearinghouse for accounts through which all deposits will be made all check drawn.
 - 1.2.1 One (1) CERF account for the Treasurer shall be an investment account where deposits are made but no checks are drawn. ACH debits and credits are drawn on this account. Outgoing wire transfers are also processed through this account.
 - 1.2.2 Ten (10) regular checking accounts two (2) for Treasurer (one of which will require outgoing wire transfers for payroll), two (2) for County Clerk, one (1) for Recorder of Deeds, four (4) for Collector, one (1) for Assessor, shall be maintained upon which deposits will be maintained and checks will be drawn as needed.
 - 1.2.3 A checking account shall be maintained for the School Account.
 - 1.2.4 Two (2) regular interest-bearing savings accounts shall be maintained for the Collector to deposit tax protest payments and surtaxes: said accounts to earn interest at the rate designated in paragraph 2.2 of this Agreement.

- 1.2.5** The costs for all current and future accounts shall be based on the Depository Proposal for Christian County Public Funds in the attached Exhibit "1". The County Treasurer shall have the right to add or remove or change the designation of any account throughout the course of this agreement and the Bank will charge fees monthly according to the Proposed Cost Schedule for Christian County Public Funds for the configuration of the accounts determined by the County Treasurer.
- 1.3** The Bank will serve as both sending and receiving bank on ACH system. Christian County will pay charges as detailed in the Proposed Cost Schedule for Christian County Public Funds of Exhibit "1" of this agreement.
- 1.4** State and Federal payroll and CERF payments are posted over the internet and shall be billed according to the Proposed Cost Schedule for Christian County Public Funds attached to this Agreement.

SECTION 2-INVESTMENT

- 2.1** The Bank will maintain all accounts, except any accounts designated by the Treasurer as a non-interest-bearing account pursuant to law, as interest bearing checking accounts. The interest rate designated in 2.2 of this agreement will be paid on closing ledger balances in the accounts and no reserve requirement will be assessed. These accounts will be fully collateralized as required by Missouri law in Sections 110.020, 110.010, and 30.270, RSMo. An account analysis can be provided for each account.
- 2.2** The interest rate paid on closing ledger balances will be as follows:

The Bank will pay interest on all Christian County checking accounts current and future (currently 16 accounts: 9 for Treasurer, 4 for Collector, 2 for County Clerk, and 1 for the Recorder of Deeds) and all Christian County savings accounts current and future (currently 2 for the County Collector) covered by the Depository Agreement. As requested, rates are quoted in relation to the most recent Overnight Federal Funds Rate, as published in the Wall Street Journal, adjusted weekly.

- 2.2.1** Monthly bank statements shall reflect daily interest earned on these investment purchases.
- 2.2.2** The County will separately bid out all or part of its excess funds outside the depository agreement that arises from this Request for Proposal. From time to time, County may desire to purchase government securities through the depository.

SECTION 3-COLLATERALIZATION

The Christian County Treasurer will invest funds outside the Depository Agreement.

- 3.1** Bank Depository shall collateralize and secure all deposits and investments as required by Missouri law in Chapters 110 and 30, RSMo., including Sections 110.020,

110.010, and 30.270 RSMo. The maximum amount at any one time that has to be collateralized under all of the accounts will be \$80,000,000.00 (80 million dollars).

- 3.2** All security so pledged and not able to be held by a Federal Reserve Bank shall be held by a third-party institution. The Proposal shall state who will be designated to be the third-party institution.
- 3.3** The County and the Office Holders require that the market value of the pledged security/collateral be 100% of the amount of funds on deposit at all times, less the amount that is insured by the Federal Deposit Insurance Corporation, (FDIC).
- 3.4** Safekeeping receipts for pledged collateral and securities shall be delivered to the Christian County Treasurer and said collateral and securities shall be released by the third-party institution only when authorized by County through a statement signed by the County Treasurer. County shall designate a backup for signing releases if the County Treasurer is not available (Currently the Deputy Treasurer).
- 3.4.1** Authorization for release of pledged collateral shall be in writing (fax acceptable) with phone confirmation. Verification of replacement securities will be required prior to release.
- 3.5** The depository agrees to have the third-party holder provide the County Treasurer with a quarterly listing of security pledged as authorized by section 30.270 RSMo., on or before the tenth day of each quarter. County currently receives these listing via internet access.
- 3.5.1** The quarterly listing shall detail the holdings as of the last working day of the immediately preceding quarter.
- 3.5.2** The quarterly listing shall include the purchase date, the coupon interest rate, the maturity date, the par value of each security, the total par value of all securities, the market value of each security and the total securities.
- 3.6** The County Treasurer reserves the right to reject or request replacement of any security pledged.
- 3.7** Safekeeping receipts for pledged collateral and securities shall be delivered showing description, cusip number, maturity, pledged par value, and market value.
- 3.8** A listing of acceptable securities under Missouri law is found in section 30.270 RSMo.

SECTION 4-ACCOUNT SERVICES

- 4.1** The depository shall provide regular business teller service and availability of branch facilities for deposits. The depository shall provide a method for after hour's deposit.
- 4.2** Deposits can be made and shall be considered same day business until 5:00 pm central standard time. It is anticipated that there be one deposit per day per account except during peak tax season (last two weeks of December when more than two deposits per day to the Investment Account may occur).
- 4.3** Pre-encoded, pre-printed deposits slips and checks for each account listed in Section 1 hereof, shall be provided to the County at no cost.
- 4.4** Designation of one bank officer for communication and investment purposes.
- 4.5** The Bank shall provide any necessary MICR encoding requirements to County's check printing system.
- 4.6** A CD Rom (or other media accepted by the County) shall be provided monthly with images of all checks cleared and deposit items. Software necessary to view and print any item shall be included with the CD. A sample CD shall be provided with the proposal.
- 4.7** The County shall be able to transfer funds between accounts at no charge.
- 4.8** Funds availability schedules shall be provided with the proposal.
 - 4.8.1** At a minimum, the County is to be given credit as collected funds for all items cleared through the Bank on same day as deposit.
 - 4.8.2** Items deposited that clear at institutions within the same Federal Reserve region shall be considered collected within one business day at a maximum.
 - 4.8.3** Incoming wire transfers shall be credited as collected on the day received if received by or before 3:00 pm central standard time.
- 4.9** The County Treasurer shall be the contact and working person by and between the bank depository and the Treasurer's accounts. The County Collector shall be the contact and working person by and between the bank depository and the Collector's accounts. Any other office or department that request services will have their own accounts and shall designate in writing their own contact person.
- 4.10** Service charges on all current and future accounts shall be totaled and billed monthly to the County Treasurer, Collector, Recorder of Deeds, Clerk, and any other offices or departments that may request services for their respective accounts.

- 4.11** Any future accounts established by the County shall be computed under the terms of this contract as long as no new requirements are established by the County.
- 4.11.1** Any new account that involves funds under the control of the County Treasurer that uses the County's tax identification number, shall be set up through the County Commission and the County Treasurer.
- 4.11.2** Any new accounts involving funds under the control of the County Treasurer shall require the signatures of the County Treasurer and/or her designee.
- 4.11.3** Any new account that involves funds under the control of the County Clerk that uses the County's tax identification number, shall be set up through the County Commission and notification to the County Treasurer.
- 4.11.4** Any new accounts involving funds under the control of the County Clerk shall require the signatures of the County Clerk and/or her designee.
- 4.11.5** The County Treasurer's accounts for the County will be required to have two signatures with the County Treasurer or their facsimile stamp as one and the Presiding Commissioner or their facsimile stamp as the second signature. The Treasurer's School account is required to have two signatures one being the County Treasurer and her designee. The CERF account is done online through ACH transfers and can be performed by the Treasurer or her designee. Please see Exhibit "2" in its entirety.
- 4.11.6** Any new account that involves funds under the control of the County Collector that uses the County's tax identification number shall be set up through the County Collector in cooperation with the County Commission and notification to the County Treasurer.
- 4.11.7** Any new account that involves funds under the control of the County Collector shall require the signatures of the County Collector and his designee.
- 4.11.8** Any new account that involves funds under the control of the County Recorder that uses the County's tax identification number shall be set up through the County Recorder in cooperation with the County Commission and notification of the County Treasurer.
- 4.11.9** Any new account that involves funds under the control of the Recorder of Deeds shall require the signatures of the Recorder of Deeds and her designee.
- 4.11.10** Any department that sets up a new account that uses the County's Tax identification number shall be set up through the County Commission and the department and notification to the County Treasurer.

SECTION 5-ONLINE BANKING SERVICES

Under the proposal submitted by the bank and incorporated herein as Exhibit "1", all online banking services shall be provided under the following terms and conditions. The costs shall be calculated pursuant to Section V of the Proposal Response Form and the Proposed Cost Schedule and billed monthly.

- 5.1** The County currently has electronic banking services via the internet to the depository bank for use in processing wire transfers, stop payments, ACH processing, remote deposits capture, account transfers and account balance history. Routine account transfers can be set up one time and generated upon request without reentering data.
- 5.2** The County has the ability to download checks cleared data on demand for use in account balancing. This is currently done daily for the investment account and can be done for selected periods on any account.
- 5.3** The proposal form contains request for a proposal for electronic banking services which addresses the following:
 - 5.3.1** The depository's ability to provide interactive services through the internet that allows account balance inquiry, account transfers, ACH processing, stop payments, remote deposits capture and wire transfers. Please include set up charges, on-line charges, monthly charges, per transaction costs that are in addition to or in lieu of traditional costs quoted in this proposal.
 - 5.3.2** Detail whether memo post information is available and whether entered data is accepted immediately or batch processed by the depository at a later time. Detail how much history is available, detail proposed alternatives (i.e. magnetic tape or diskette transfer) and charges associated with alternative. Approximately 50,000 items will be downloaded per year.
 - 5.3.3** Provide a minimum of two references of current users of your electronic bank services proposed.

SECTION-6 OTHER SERVICES

- 6.1** Bid three (3) safety deposit boxes, one (1) with dimensions 3x10, one (1) with dimensions 5x10, and one (1) 10x10. Safety deposit boxes costs shall be charged as detailed in the Depository Proposal for Christian County Public Funds of Exhibit "1".
- 6.2** Incoming and outgoing wire transfers initiated over the internet shall be billed at the rate in the Proposed Cost Schedule attached hereto.
- 6.3** Bid bank services for Positive Pay.

SECTION 7-COUNTY COMMISSION AND COUNTY AUDITOR VERIFICATION OF ACCOUNTS

- 7.1** The County Commission and the County Auditor shall have access to the Christian County Treasurer's Accounts for the purpose of verifying account balances. That verification shall be through and by the authority of the County Treasurer in the form of going online to the depository Bank in the County Treasurer's office.
- 7.2** The County Commission and the County Auditor shall have access to the Christian County Clerk's and Collector's accounts for the purpose of verifying account balances. The Bank will be given permission from the County Clerk or County Collector to release a full account record being copied and/or given to the County Commission or the County Auditor upon request.

SECTION 8-WIRE TRANSFERS AUTHORIZATION POLICY STATEMENT

- 8.1** All wire transfers are to be handled by the Policy Statement-Wire transfers Authorization referenced in its entirety as Exhibit "2".

SECTION 9-MINIMUM REQUIREMENTS

- 9.1** Bank must remain a banking corporation incorporated under the laws of the State of Missouri or the United States of America.
- 9.2** Bank must maintain a home office or full service branch within the boundaries of Christian County, Missouri.
- 9.3** In addition to all other charges previously detailed, County shall pay charges as outlined in the Proposed Cost Schedule attached.

Central Bank understands all above listed requirements for the Depository Agreement and, if selected, will comply to each requirement for the entirety of the contract.

Exhibit 2
Policy Statement
Wire Transfers Authorization

This statement is provided to further clarify the depository agreements between Christian County Government and the County Banking service provider. The below clarification statements are effective as of the date set forth below, until changed by County Treasurer or the Deputy County Clerk with the County Commission approval.

CERF-Summary of County Contributions-CERF Administrative Retirement System

The retirement program CERF (County Employees Retirement Fund) obtains funding from several different sources. These funds which are deposited in a special County bank account shall then be forwarded to Administrative Retirement System for credit to CERF's account, this process requires a wire transfer from the County bank account to CERF's Administrative Retirement System account. This wire transfer is a predefined single purpose transaction, where the parameters are fixed. The only factor subject to variation is the dollar amount. The sources of funds (Employee Contributions) are the result of payroll deductions and therefore results in a wire transfer each pay cycle. The sources of funds (Assessor late fee's, Collector merchant license fees, Collector delinquent fees, Recorder of Deeds document filing fees, County interest and County Contributions) are received on a calendar monthly cycle and therefore usually result in a wire transfer each calendar month. The authorization to and responsibility for these transactions is assigned to the County Treasurer, who manages the depositing and forwarding of these funds for the County.

EFTPS Payroll Taxes

The preparation of the County's payroll creates a liability of Federal Payroll Taxes that must be deposited in a timely manner by the method required by the Internal Revenue Service. This process, called EFTPS (Electronic Federal Tax Payment System), requires a wire transfer each pay cycle. The wire transfer is a predefined single purpose transaction, where the parameters are fixed. The only factor subject to variation is the dollar amount. This transaction is accomplished by an internet entry in the IRS EFTPS network. The authorization to and responsibility for this transaction is assigned to the Deputy County Clerk, who manages the payroll operations of the County.

ACH Credit Payroll Taxes

The preparation of the County's payroll creates a liability of State Payroll Taxes that must be deposited in a timely manner by the method required by the Missouri Department of Revenue, the Division of Taxation and Collection. This process, called ACH Credit (Automated Clearing House Credit) requires a wire transfer each pay cycle. This wire transfer is a predefined single purpose transaction, where the parameters are fixed. The only factor subject to variation is the dollar amount. This transaction is accomplished by an internet entry in the State ACH network. The authorization to and responsibility for this transaction is assigned to the Deputy County Clerk, who manages the payroll operation of the County.

EXHIBIT B
AUTHORITY TO BIND AGREEMENT

The Christian County Commission will be accepting sealed bids from Christian County Banking Institutions which desire to be selected as the depository of Christian County Funds for the next four years, with an option to re-bid in each odd-numbered year. All banking institutions should comply with the provisions of Chapter 110 of the Revised Statutes of the State of Missouri.

BID Deadline and Location: Pursuant to 110.140 Any banking corporation or association in the county desiring to bid shall deliver a sealed bid marked SEALED BID DO NOT OPEN RE: BANK BID to County Commission 100 West Church, Room 100, Ozark, MO. 65721, no later than 8:45 a.m. the 21st day of June.

Opening Date/ Time/Location: The Christian County Commission, in compliance with RsMO 110.150.1, will publicly open the bids on the 21st day of June 2021 at 9:00 a.m. in the Commission Chamber on the first floor of the historic courthouse located at 100 West Church, Room 100 Ozark, MO., and cause each bid to be entered upon the records of the Commission pursuant to 110.150.1, but the Commission may reject any and all bids.

Award Date/Location: After review of the bid, the Christian County Commission shall award bid by the last Monday of June.

Questions or Additional Information Requested: Please e-mail all questions regarding the Bank Bid to the County Commission Office at: countycommission@christiancountymo.gov. All questions must be submitted prior to the bid opening and no later than Monday, June 21st, 2021. All questions will be answered in writing or emailed to all known potential bidders in Christian County.

The undersigned certifies that they have the authority to bind this company in an agreement to supply the commodity or service in accordance with all terms, conditions, and pricing specified herein or to offer a "No Bid." Please type or print the information below. Bidder is REQUIRED to complete, sign and return this form with their submittal of Bid as well as all pages initialed. *An authorized signature is mandatory; lack thereof will result in a determination of "Non-Responsive". Also required is a direct email address in order to receive award results. We do not use USPS for direct results notification, only email.

<u>Central Bank of the Ozarks</u> Company Name	<u>Joselyn Baldner</u> Authorized Person (Print)
<u>1800 S. Glenstone Ave</u> Address	<u>Joselyn Baldner</u> Signature
<u>Springfield / Greene / MO</u> City/County/State/Zip	<u>President & CEO</u> Title
<u>417-881-3100</u> Telephone #	<u>6-18-2021</u> Date
<u></u> Fax #	<u>44-0602794</u> Tax ID #
<u>JOSELYN.BALDNER@CENTRALBANK,</u> E-mail	<u>CORP</u> Entity Type (Corporation, LLC, Sole Proprietor, Partnership)
<u>NET</u>	

Bids received after 8:45 on the 21st day of June 2021, will be considered untimely and will not be opened.

CENTRAL BANK COMPANY

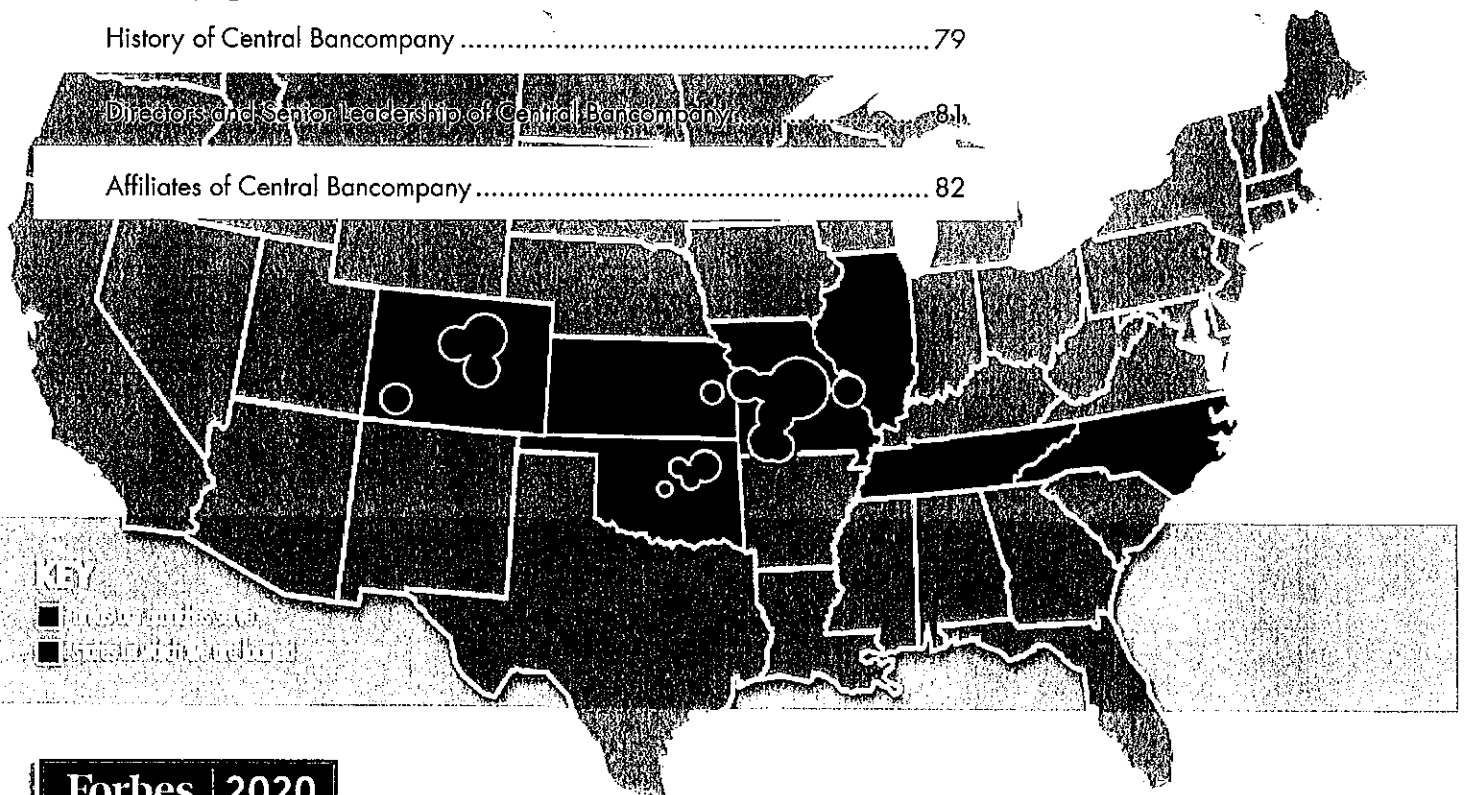


2020
ANNUAL REPORT

2020 ANNUAL REPORT

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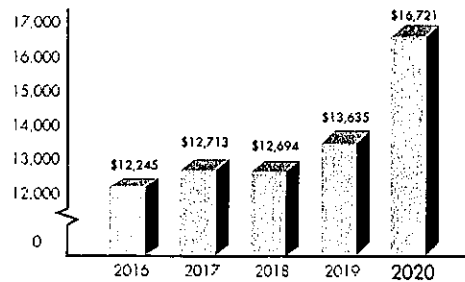
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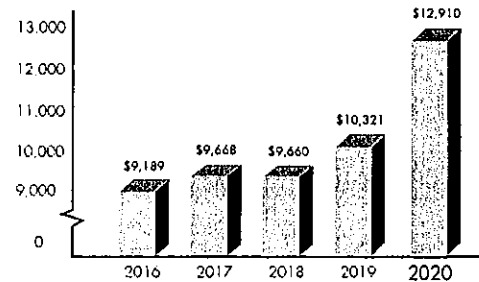
Financial Highlights

GROWTH

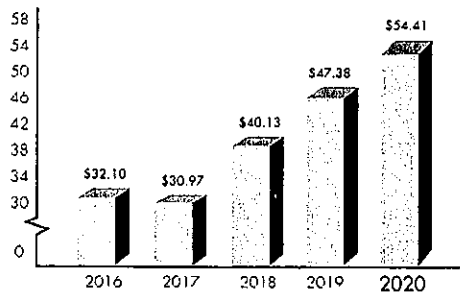
TOTAL AVERAGE ASSETS (in billions)



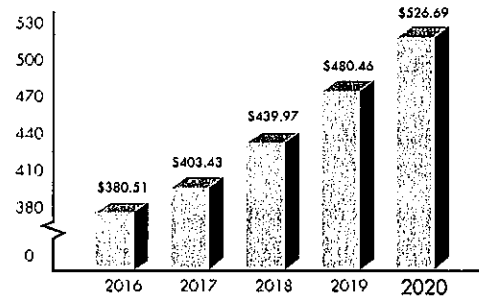
TOTAL AVERAGE DEPOSITS (in billions)



EARNINGS PER SHARE

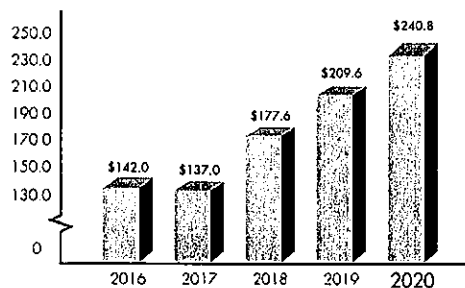


BOOK VALUE PER SHARE

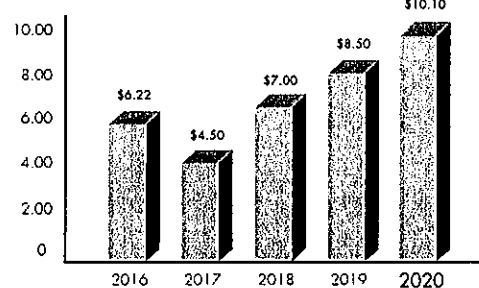


PERFORMANCE

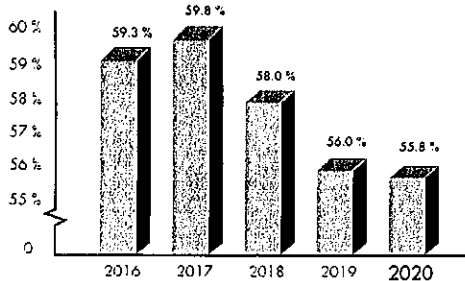
NET INCOME (in millions)



ANNUAL DIVIDENDS PER SHARE



EFFICIENCY RATIO (%)



EFFICIENCY

Year in Review

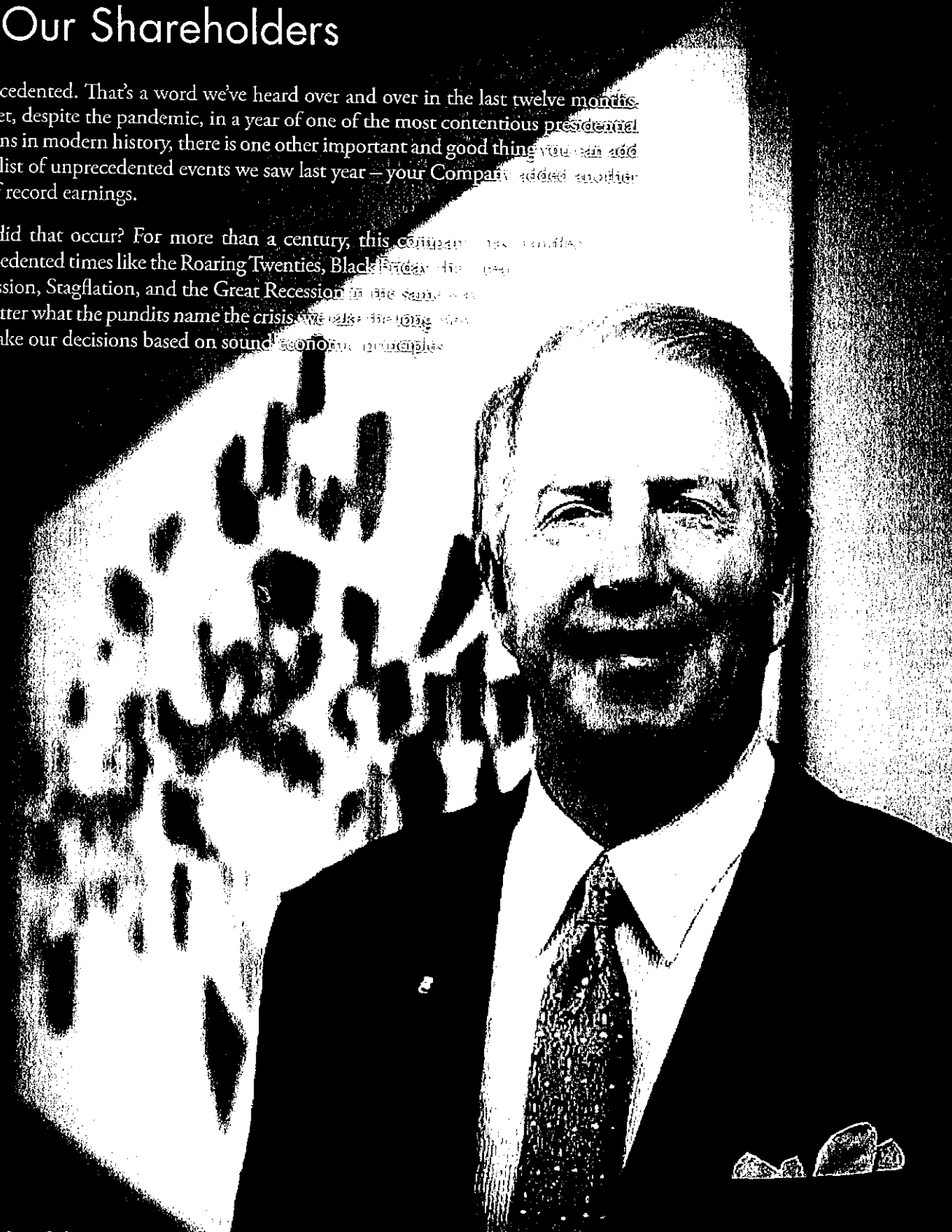
CENTRAL BANCOMPANY, INC. AND SUBSIDIARIES

For the Year	2020	2019
Interest Income	\$534,087,000	538,614,000
Interest Expense	40,732,000	73,595,000
Net Interest Income	493,355,000	465,019,000
Provision for Loan Losses	27,153,000	14,025,000
Non-Interest Income	274,214,000	190,262,000
Non-Interest Expense	429,625,000	368,928,000
Income Taxes	70,015,000	62,685,000
Net Income	240,776,000	209,643,000
Average Daily Assets	16,721,466,000	13,635,347,000
Average Daily Deposits	12,910,023,000	10,321,184,000
Average Daily Loans	10,067,989,000	8,670,796,000
At Year End		
Total Assets	\$18,299,657,000	14,960,940,000
Investment Securities	5,413,954,000	3,633,572,000
Loans	10,374,452,000	9,475,093,000
Deposits	14,391,324,000	11,566,917,000
Stockholders' Equity	2,330,655,000	2,126,063,000
Number of Outstanding Shares	4,425,085	4,425,085
Per Share		
Net Income	\$54.41	47.38
Dividends	10.10	8.50
Stockholders' Equity	526.69	480.46

To Our Shareholders

Unprecedented. That's a word we've heard over and over in the last twelve months. And yet, despite the pandemic, in a year of one of the most contentious presidential elections in modern history, there is one other important and good thing you can add to the list of unprecedented events we saw last year — your Company added another year of record earnings.

How did that occur? For more than a century, this company has weathered unprecedented times like the Roaring Twenties, Black Friday, the Great Depression, Stagflation, and the Great Recession in the same way. No matter what the pundits name the crisis, we take the long view and make our decisions based on sound economic principles.



*S. Bryan Cook,
Chairman and Chief Executive Officer*

That is not to say that it was an easy year. It was not. Applying precedents in a threatening environment requires creativity and discipline. Just as occurred in each of our personal lives, the coronavirus disrupted almost every facet of our operations. As did many of your families, our co-workers lost loved ones and dear friends. We took steps to protect our employees and our customers from the virus while innovating to keep our services and our performance at the highest level. Once again, *Forbes Magazine* recognized our company by naming us the 4th "Best Bank in America" among the 100 largest banking companies and the top-rated bank in four states; Missouri, Kansas, Illinois, and Oklahoma.

When we reported to you at this time last year, we knew a new virus was quickly spreading across America. No one really knew how bad it would get. The markets reacted with the fear that uncertainty often brings. A decline in publicly traded equities and interest rates showed that fear. We knew from our history that the low-rate environment would squeeze our net interest margin and thus earnings. But we have said that within our DNA is to prepare for the worst and hope for the best. So as the economic turbulence increased, we tightened our seatbelts and flew on. We saw our employees work harder, think more creatively, and plan together.

"...*Forbes Magazine*
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largest banking companies..."

Difficult times don't create character, they reveal it. Your Company benefitted from the value added by the people with whom we are honored to work with. These employees redesigned work processes on the fly yet found creative ways to work safely and continue

to provide excellent service to our customers. In March, we had just welcomed John Ross (JR), our new President and Chief Operating Officer to our company. With JR's experience added to the mix, we turned our attention to two important priorities: staying open for business to help our customers and keeping our employees safe.

We kept our drive-up branches open throughout the pandemic and found new ways to provide banking services electronically and in person. More and more customers learned about our excellent internet and mobile banking products that were developed before the pandemic and used them frequently. As customer's behavior changed, we evolved. Your Company's historic commitment to technology prepared us well for these times.

Here are some of the highlights that reveal our character.

The government introduced a program designed to help our small businesses customers meet payroll and to keep them operating through the pandemic. The Paycheck Protection Program (PPP) was launched in March by the Small Business Administration (SBA). The start-up was difficult and key provisions changed frequently but it was very successful in helping our businesses meet payroll. Our dedicated lending staff was in communication daily with the SBA as the program was rolled out at record speed. Because it was believed there was not enough federal funding to meet the demand, our lenders came to work the first day at 11:00 p.m. just to be ready for the midnight opening of the government's application portal. They worked throughout the night and the weekend to help as many customers as possible. Within a few days, they had completed 9,400 applications for more than \$941 million. Our hard work and effort made us the top PPP lender in the state of Missouri and in just about every market we serve. This is truly an amazing accomplishment.

We also had a record year in mortgage banking. Because the Federal Reserve slashed key interest rates to near zero, our customers began to refinance their mortgages into lower rates. Once again, our employees stepped up to the task. Our mortgage leaders redesigned

the lending process and enhanced our Mortgage Fulfillment Center so we could accommodate more customers. Our loan originators and processors got busy and worked tirelessly to make sure customers got the benefits of lower mortgage payments. As a result, we had a record year in mortgage originations which contributed significantly to a record year of earnings. In total, we originated \$3 billion in loans and continued the expansion of our footprint in Nashville, TN and Colorado. We are now well positioned to improve on our strategic goal of being the best in class in residential mortgage lending.

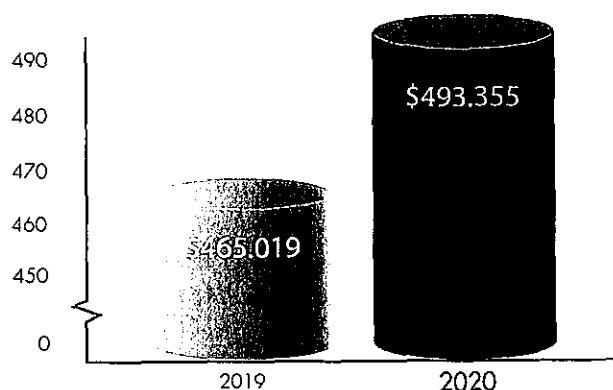
These efforts are highlighted because they tell the story of who we are, and were large contributors to this year's unprecedented results. Big things result from countless small acts done exceedingly well, time and time again, by people who know that excellence is a way of life. We are so very fortunate that our Central Bank family, who were with us well before the crisis, are committed to excellence. Their character was revealed as 2020 unfolded.

Now, some of the financial highlights.

Your Company achieved excellent financial results in 2020 summarized as follows;

- Net Income of \$240.7 million in 2020, an increase of \$31.1 million or 14.9% compared to net income of \$209.6 million in 2019.
- The return on average assets was 1.44% in 2020 and the return on equity was 11.32%.

NET INTEREST INCOME (in millions)



- Total revenue increased by \$112.3 million or 17.1% in 2020 to \$767.6 million as net interest income increased by \$28.3 million or 6.1% and non-interest income increased from \$190.3 million to \$274.2 million in 2020 driven by a \$78.7 million increase in mortgage banking income.
- The Company's efficiency ratio was 55.8% in 2020 and 56.0% in 2019.
- The reserve for loan losses, net of PPP loans, increased from 1.40% in 2019 to 1.57% in 2020. Net loan charge-offs were \$9.6 million in 2020 – 0.10% of loans and \$9.1 million in 2019 – 0.11% of loans.
- Total assets on December 31, 2020, were \$18.3 billion compared to \$15.0 billion the prior year-end. Total deposits increased from \$11.6 billion at the end of 2019 to \$14.4 billion on December 31, 2020, while total loans increased from \$9.5 billion to \$10.4 billion on December 31, 2020.
- Total stockholders' equity was \$2.331 billion at the end of 2020 or \$526.69 a share compared to \$480.46 a share on December 31, 2019.
- Earnings per share amounted to \$54.41 in 2020 and \$47.38 a share in 2019. Dividends per share were \$10.10 in 2020 and \$8.50 in 2019.

A detailed discussion of the financial results for your Company can be found in the Financial Review and the Audited Financial Section of the report

Innovation to Serve and Grow

The year 2020 may have brought several things to a halt, but our ability to innovate and improve our customer experience was not one of them. Like most industries, banking had to quickly learn to work differently to avoid disruption. Central's culture of embracing technology allowed us to seamlessly move customer interactions to video, allowing us to still have face-to-face conversations and remain connected to our customers. We rapidly improved our ability to electronically share documents and capture a customer's signature, permitting us to close loans, including our large PPP portfolio, remotely. We

were fortunate that in 2019, the Company invested in a new online account opening platform. This system played a vital role in our continued growth in 2020 as we instituted limited access to our lobbies due to the pandemic. These new forms of communication, along with strengthening our abilities to work remotely and enhancements to our mobile banking, became the foundation of our success in 2020.

Mortgage lending has been a strength of our company for decades. Over the years, we have invested in technology to make the experience easy for the customers and have built a solid infrastructure to bring efficiencies to the back office. This allowed for increased loan production throughout our network. More importantly, it allowed us to look beyond our traditional footprint and in the fourth quarter of 2020 we launched Online Central, a consumer-direct mortgage team. This operation is entirely online and over the phone, and originates mortgages nationwide. Online Central's six loan officers, along with our strong back office, quickly proved that we could compete nationwide against the best in the industry.

We have a long history of providing our business and retail customers a competitive credit card that also has local customer service. This combination was the cornerstone of our success. However, while our customer service remained strong, we recognized that new technology and innovation with other card providers was making it harder to compete. We issued a request for proposal for a new partner and chose TSYS, a Global Payments company headquartered in Georgia, to help us improve our card products. In November, we successfully completed a full conversion of our card portfolio to TSYS and are now positioned to enhance our offers, strengthen our rewards, and improve the payment experience for our base.

Robotics is a term you often hear with innovation. We tend to think of large machinery performing a task along an assembly line. But robotics can also bring incredible efficiencies to an operation such as ours. In 2020, we began to identify repetitive tasks that could be handled by Robotics Process Automation (RPA). We use this technology to rapidly create software 'bots' that replace common manual tasks executed

"Mortgage lending has been a strength of our company for decades...Online Central quickly proved that we could compete nationwide against the best in the industry."

by our staff such as data entry, form validation, and customer onboarding requests. During the second half of 2020, the RPA team created 11 'bots' that process more than 50,000 transactions each month and save over 400 man-hours of effort each month. We expect these solutions to reduce the need to add staff as our volumes continue to grow and to free up resources to spend more time on 'value-added' activities. We will continue to expand the use of this technology and expect to exponentially increase this output in 2021.

Looking Ahead

While we are proud of the recognition by Forbes, we have never rested on past accomplishments. Your management team has built a well-diversified model that has prospered throughout economic cycles so we are planning on another strong year in 2021. But, to continue to improve, we must invest in top-line talent and technology.

On the talent front, we have hired Piyush Agarwal to be our new Chief Financial Officer. Piyush is our second senior executive hire in two years to join us from one of the largest and most respected banks in the U.S. Additionally, we are fortunate enough to promote the next generation of bank management from our own talent pool. Four of our markets are transitioning in 2021 with new Presidents: Joselyn Baldner, Springfield; Dan Stephen, St. Louis; Ed Scavone, Columbia; and Marshall Abney, Warrensburg. In addition to these promotions, we have recruited Greg Eby to join our company as President of our bank in Sedalia. We are pleased to have a breadth of diverse talent across the Company to lead us into the future, but we will need to

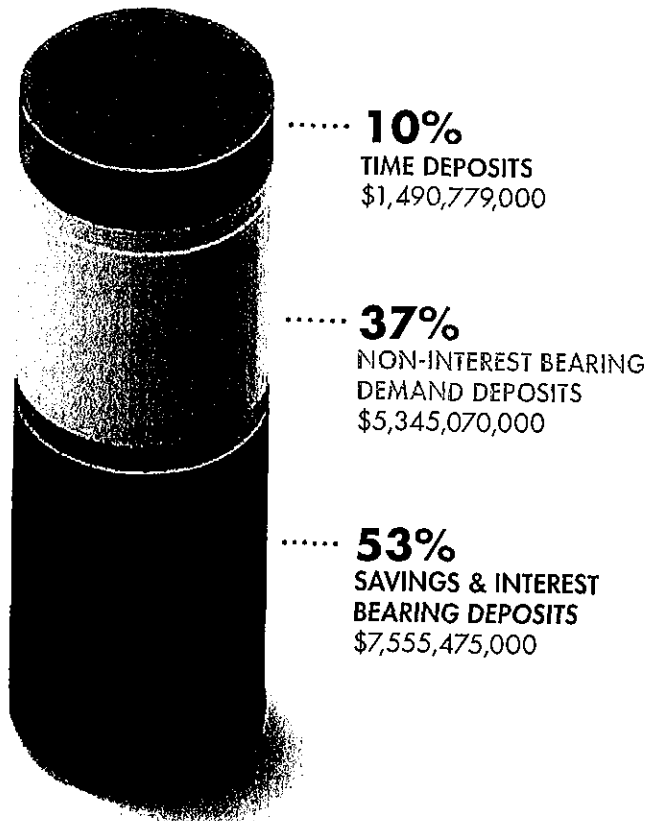
develop more talent in critical positions which requires us to keep compensation and benefits competitive with banking and other industries.

On the technology front, we have invested in the development of a new online commercial banking platform and will spend 2021 building a more robust and mobile-first application for our business customers. For our retail customers, we are developing stronger financial tools inside our mobile banking application that include easier ways to save, set goals, and give the ability to do online investing. We believe these enhancements will keep our offerings strong and competitive against the many FinTecs threatening disintermediation. We are also beginning the work to upgrade our core processor and general ledger. We will continue to balance the cost

CORE MIX

TOTAL CORE FUNDING

\$14,391,324,000



benefits of technology investments, but we cannot fall behind in these strategic decisions.

Looking at our financial performance, we project a further decline in our net interest margin with historic low interest rates for potentially two more years resulting in compressed yields on earning assets. In addition, our balance sheet has grown dramatically with an influx of deposits, which result from federal deficit spending and the Federal Reserve's quantitative easing. As the Federal Reserve accommodates unprecedented deficits, their balance sheet has grown to over \$7 trillion. This has resulted in monetary expansion and growth in bank deposits. It is difficult to invest this inflow of funds in quality earning assets. However, with continued low interest rates, mortgage volume will again boost earnings in 2021. Many consumers have already refinanced, so mortgage fees will not be as robust as in 2020 and competition will squeeze margins. It will be a challenge to overcome these headwinds.

On the positive side, we are somewhat optimistic the worst of the pandemic is behind us. We believe there is pent up demand as consumers and businesses want to return to their pre-pandemic lives and get together with friends and family. With these developments, there is a good chance that the economy will outperform expectations and we will see higher growth in business investment and consumer spending. Better economic growth should translate into better loan growth which we think will improve in the third or fourth quarter of 2021.

We also anticipate our core banking, payments, and wealth management businesses will see renewed strength on the back of a recovering economy. We have invested in these businesses and are optimistic we will see good returns in future years.

While we believe we are well positioned for 2021, we will continue to monitor the horizon for a number of emerging competitive threats, including potential payments disruption from new market entrants, technologies, or digital currencies, as well as macroeconomic threats, including the prospects of a return to higher inflation.

One bright spot is in our new markets. Colorado has proven to be a strong market for mortgage production and now, as a full-service branch, we have had success in commercial loan production and we will expand into other markets where we see the potential for loan growth and fee income.

Organizational Change

I want to share a significant change in our company structure that we have been studying for quite some time. Over the years, we have watched virtually all multi-bank holding companies change from operating multiple charters to one charter. Five years ago, we decided to change most of our bank names to Central Bank to provide better customer awareness and service to our customers. We also enabled them to bank across affiliate lines more efficiently and allowed access to more locations. These changes improved our ability to serve customers, but we still have limitations.

There are advantages to operating under a single charter, many of them around technology and accounting/regulatory operations. However, the key advantage is the improvement to our customer experience. We will be able to fully serve every customer, no matter where they are or how they began their

relationship with our company. This is something we have been trying to accomplish for many years.

Therefore, we have decided to eliminate the separate bank charters and operate as one bank. This change is more of a legal change than it is fundamental. We will continue to operate as Central Bank and serve our customers in the same legendary way.

In closing, while it was another record year for your company, we are eager to close the books on 2020. The challenges it brought were heavy for our employees and their families. I believe 2021 will bring dramatic improvements to our post-pandemic way of life, but it will also bring a new set of challenges for our company. I can assure you that our employees will be working as hard as they have in the past to bring in another excellent year of core growth and profitability. Finally, I want to thank our shareholders, directors, customers, and employees for their continued support.



S. Bryan Cook, *Chairman & Chief Executive Officer*

2020

Managing Through Crisis

The world was forever changed in 2020. The words "coronavirus" and "Covid" were not even in our nomenclature. And then, suddenly, it evolved into a global pandemic and rapidly entered our communities. When people say "the virus," you know exactly what they mean. Soon after news reports of the spread, it began to afflict our employees and our customers at an increased pace. We activated our Crisis Management Team, who met daily, making swift decisions to protect our employees and customers while still rising to the challenge and the large amount of work that would be required.



The Pandemic Team (From left to right) Pete Beard, Cheryl Kendrick, Bryan Cook, David Minton, Carey Schoeneberg, Christine Ellinger, Bob Robuck, Dan Stephens, Ken Littlefield, Joe Henderson, John Ross, Russ Goldammer, Karen Taylor, Greg Omer, Twilla Duvall, Josh Redel, Daniel Westhues, Steve Erdel, Melody Marks, Paul Kleffner.

Our Employees Are Essential

Early in the year, the State of Missouri, along with other states, issued a stay-at-home order for non-essential workers. The banking industry, as with every crisis, was deemed essential to ensure financial stability during this pandemic. Our employees' health and safety became the top priority as we simultaneously asked them to step up and continue to serve our communities.

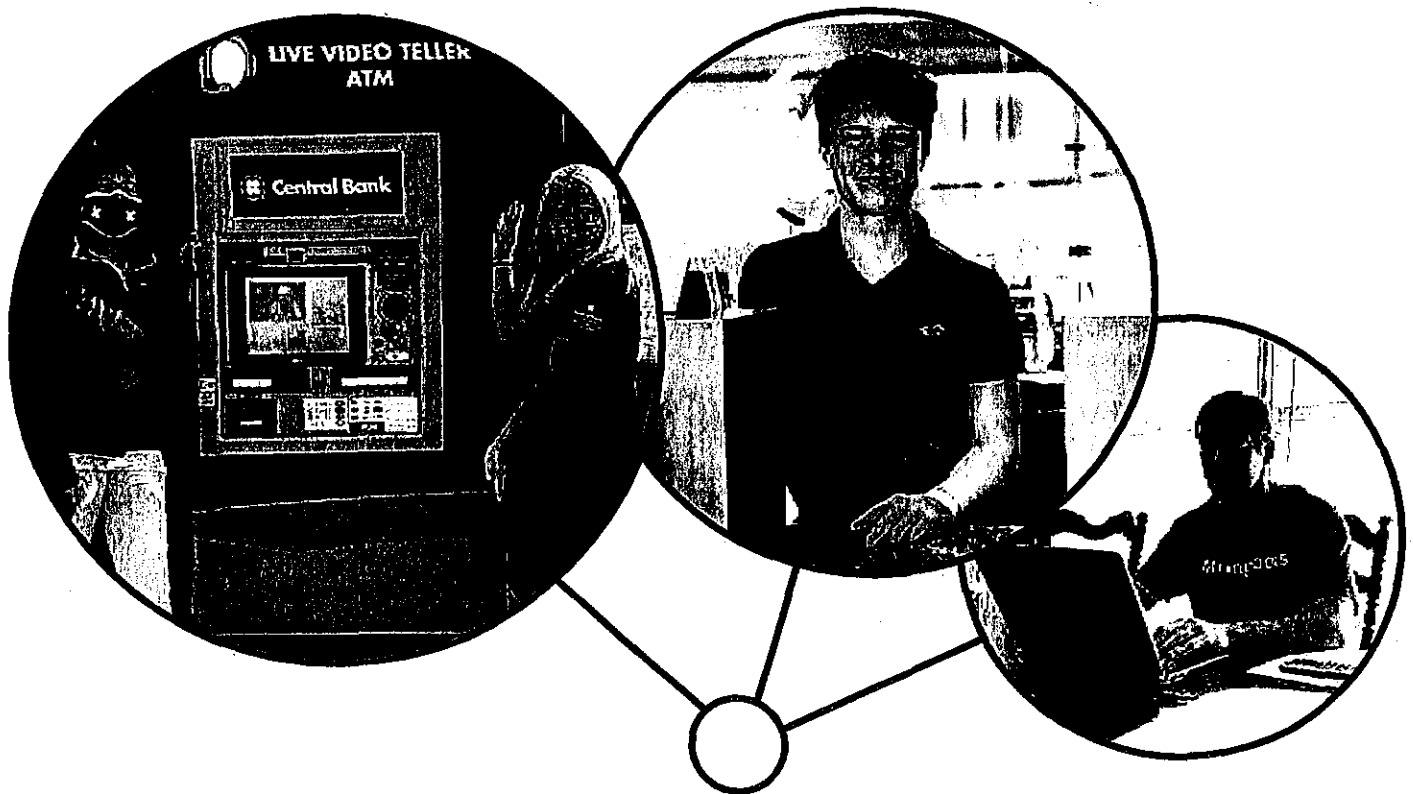
Thanks to the hard work and creative problem solving of our Central Technology team, we were able to offer more than one-third of our employee base the ability to work from home. With additional infrastructure and improvements to our Virtual Private Network (VPN), at home employees were able to continue their work uninterrupted. Most importantly, this immediately reduced the risk of COVID-19 infection to all employees.

We recognized early on that we would be asking our front-line/customer-facing employees to continue serving the public. In an effort to minimize the risk,

we increased sanitation efforts and several branches went to drive-thru only services or by appointment only. Still, our Pandemic team felt we should do more and approved extra compensation for this group.

As we navigated this pandemic, it became clear that each and every life would be impacted. We found some employees needed to stay home to care for children, and were unable to work remotely. We allowed these employees to do so without exhausting their paid time off and kept them at 60% to 100% of their pay. Employees who were directly affected by the virus or had to care for someone infected with the virus, received 100% of their regular pay. Central Bankcompany did not lay off any employees as a result of the pandemic.

Our employees are critical to our success and the success of our communities. While this pandemic has been challenging, we have focused on accommodating the needs of our employees. They, in turn, have risen to the occasion and found innovative ways to serve our customers, both in person and remotely.



Our Customers Need Us

The aforementioned investment in information technology (IT) has increased every year since 2014, so when the company needed to be mobilized and work remotely, it was ready. This investment and infrastructure support played a large role in the company's involvement in the CARES Act and the Small Business Administration's (SBA) Paycheck Protection Program (PPP). The company largely offered new credit via this program to support the payroll and operations of small businesses through the issuance of government-guaranteed loans that include a "forgiveness" feature for borrowers that satisfy the requirements of the PPP. From April 3rd to August 8th, the time in which the program was open, the company booked more than 9,400 loans with a total balance of approximately \$941 million. All of the lenders

from across the company came together to help each other figure out and navigate the uncharted waters of this program – most of which worked late nights, weekends, and holidays. Due to these efforts, Central Bancompany was ranked #1 in number of loans made for the state of Missouri and #66 nationally.

This accomplishment should not go understated – this was significant for our communities. Without the hard work and dedication of so many employees, the company would not have been in such a great position to help businesses keep employees on the payroll, and play a role in saving thousands of jobs and businesses in our footprint.

The company made the decision to limit access to the majority of its public lobbies through the scariest and unknown part of early 2020. This would not have been possible without the strength of our online and

2020

Jan. 3, reports of mysterious virus spreading in Wuhan, China

Jan. 21, First confirmed COVID-19 case reported in U.S.

Feb. 20, Some staff begin working from home. CTS starts to support employees working from home

Jan. 15, Bancompany Business Continuity & CTS begin plans to bolster network and bandwidth

Jan. 31, CTS began ordering extra laptops in anticipation of employees working remote

Feb. 23, 14 confirmed cases in the U.S.

March 1, CDC officially declares COVID-19 "a global pandemic" and BCP Protocols are enacted

March 26, Bancompany surpasses 1,000 remote workers

March 13, First Call Center Representatives begin working from home. Missouri issues a state of emergency

March 6, First confirmed case in Missouri, in St. Louis

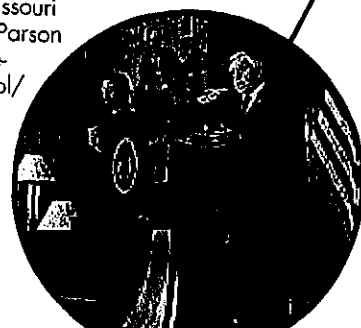
March 26, Congress approves the CARES Act, releasing \$2 trillion for public aid and PPP funds

March 16, All non-essential Bancompany employees start working remote, Executive Leaders meet daily

April 1, 2,500 confirmed daily cases in the U.S.

April 3, SBA PPP portal opens, many commercial lenders work overnight pushing through applications

April 9, Missouri Governor Parson issues state-wide school/education shut down, sending thousands of students home

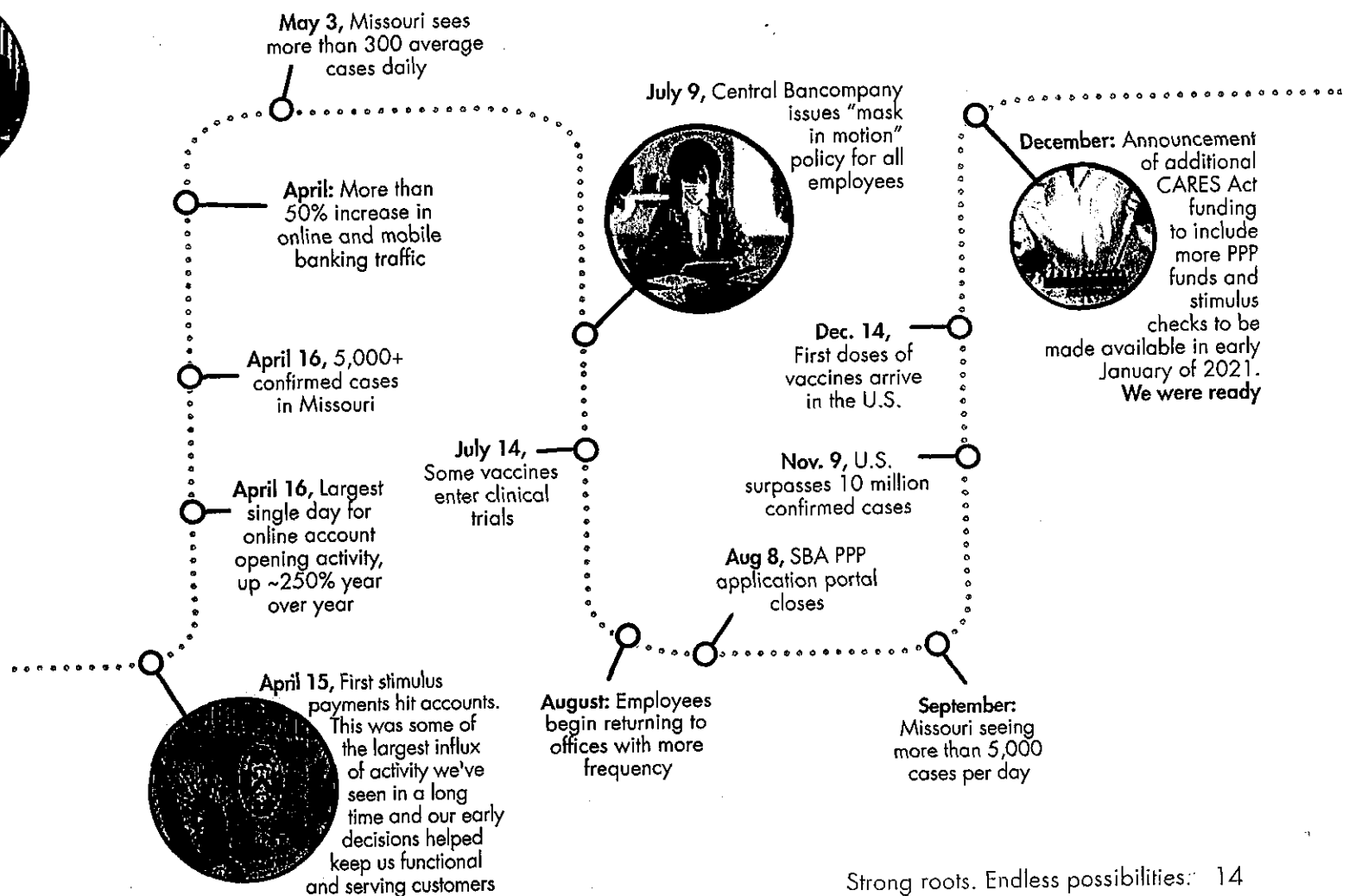


mobile channels. While account openings in the branch ground to a halt, our online account opening more than doubled, allowing us to continue to grow the company without our traditional infrastructure. The use of our mobile banking app increased significantly as customers who had avoided technology learned to embrace it. But the largest shift in customer behavior happened on April 15th, the day we electronically received the majority of consumer stimulus payments. On this day, logins to online and mobile banking more than doubled, setting a one-day record high. Several banks around the country experienced difficulty handling the volume, but thanks to Central Technology and proper planning, our customers experienced no disruption. The next day, we opened the largest number of accounts via our new online account opening platform, roughly 2 ½ times higher than the previous year.

We Are Dedicated Service Professionals

It all started with the late Sam B. Cook's vision of Legendary Service Standards and this continues as a beacon today. As Legendary Service Standard number one states, "it is our duty to provide legendary service to our customers." While COVID-19 continues to be an uphill battle, the Central Bancompany family has proven it can rise in the face of adversity and come together for the greater good of our communities. Under the current conditions of our economy, and challenges we face, we look to Legendary Service Standard 13: "Know No Boundaries – always be sure to search for alternative solutions to help customers, think outside the box, and be creative."

Strong Roots. Endless Possibilities.



Strong roots. Endless possibilities: 14



Central Bancompany Welcomes John "JR" Ross as President

On March 30, 2020, Central Bancompany welcomed John "JR" Ross as the Company's new President and Chief Operating Officer. A Mustang, Oklahoma native, JR attended the University of Oklahoma while completing the University's accounting program. After graduating from Oklahoma, he obtained a Masters of Public Administration from the Kennedy School of Government at Harvard University.

*John "JR" Ross,
President and Chief Operating Officer*

JR brings a wealth of knowledge and expertise in the banking industry to Central Bancompany, with nearly 20 years of experience working in and leading the Banking division of J.P. Morgan's Investment Bank. With focus and persistence guiding his leadership style, JR opined on his goals for Central Bancompany, "the first principal is to do no harm, this is a wonderful company," he said. "All banks are facing pressure to be innovative and agile in the face of increasing competition from large banks and Silicon Valley. I like the hand we have, we will just need to continue to press our advantages and invest thoughtfully."

JR spent the majority of 2020 learning about the company and helping to navigate the COVID-19 pandemic, while himself and the leadership team guided Central Bancompany to another record year. "It has been inspiring to watch the team rally together to support customers during the pandemic, as best demonstrated in our efforts to support businesses with the implementation of the Paycheck Protection Program," he said.

Central Bancompany and its family of banks are notorious for its community focus and involvement. JR plans to continue fostering this relationship with the local communities

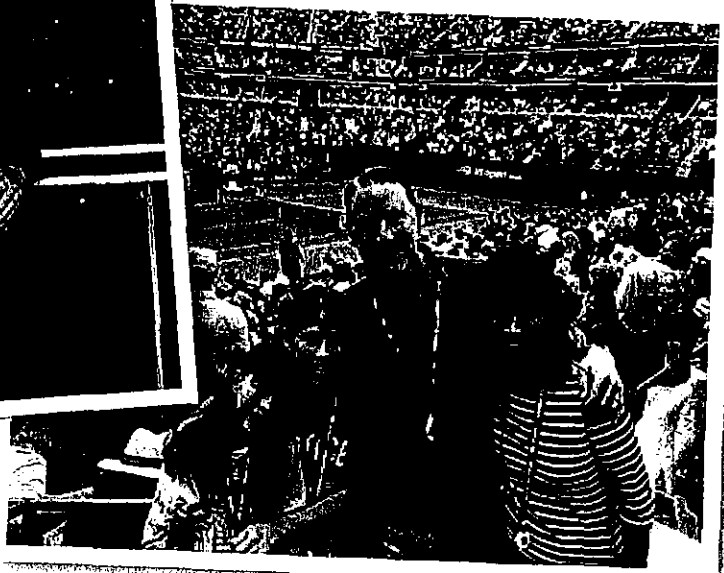
and encourage employees to continue to find community involvement opportunities. JR noted, "Whether it's redoubling efforts to increase internal dialogue and collaboration across your Company or to support the entirety of our local communities, I think the pandemic has reminded us that we are better together." In conjunction with a community-service mindset, JR will continue to push for our markets to expand and grow with the proliferation of technology. He will continue to support the success of Central Bancompany employees to deliver the best in banking to consumers and businesses.

On a personal note, JR is married to his high school sweetheart and has two daughters Mayumi and Jun, 13 and 11, respectively. His family spent the last year adjusting to life in St. Louis and their daughters to new schools. The transition from New York has been successful for the Ross family.

"Outside of the office, I enjoy spending quality time with my family, playing tennis, and reading – in that order," JR said. "Now that I am here, I am also excited about the opportunity to be imbedded in a community, which has been harder to do in the places I've lived the past 25 years."



JR, Machiko, Mayumi, & Jun



Financial Review

Results of Operations

Central Banccompany, Inc., recorded net income of \$240,776,000 in 2020, a \$31,133,000 increase compared to 2019 net income of \$209,643,000. Two key bank performance measures we focus on are the return on assets and the return on equity. The company's return on average assets was 1.44% in 2020 compared to 1.54% in 2019. The return on equity was 11.32% in 2020 and 10.77% in 2019.

Average daily assets for the Company were \$16.721 billion in 2020 compared to \$13.635 billion in 2019. Consolidated assets of the Company on December 31, 2020 were \$18.299 billion. Deposits increased by 24.4% to \$14.391 billion on December 31, 2020 and loans increased by 9.5% to \$10.374 billion. Included in the year end 2020 loans were \$780 million loans made under the Paycheck Protection Program (PPP) of the 2020 Cares Act.

On August 1, 2019 the Company acquired Bank Liberty in Liberty, Missouri with total assets of \$533 million and on December 2, 2019 the Company acquired Platte Valley Bank of Missouri in Platte City, Missouri with total assets of \$599 million. Bank Liberty was merged into Central Bank of the Midwest on December 6, 2019 and Platte Valley Bank was merged into Central Bank of the Midwest on April 3, 2020.

Total stockholders' equity increased by 9.6% to \$2,330,655,000 on December 31, 2020. Book value per share was \$526.69 on December 31, 2020 compared to \$480.46 on December 31, 2019. The Company's 2020 year-end tangible equity to asset ratio was 11.73% compared to 13.13% in 2019. Net income per share was \$54.41 in 2020 compared to \$47.38 per share in 2019, a 14.8% increase; total dividends paid by the Company in 2020 were \$44,693,000 or \$10.10 per share compared to \$37,613,000 in 2019 or \$8.50 per share, an 18.8% increase.

Total revenue in 2020 amounted to \$767.6 million, a \$112.3 million, or 17.1% increase from 2019.

Non-interest expense in 2020 was \$429.6 million, a \$60.7 million or 16.5% increase compared to 2019. And the provision for credit losses in 2020 amounted to \$27.2 million an increase of \$13.1 million. Following is a breakdown of the different components of each category and a discussion of the changes.

Net Interest Income

Net interest income comprises the major source of earnings for the Company. Net interest income is the difference between interest and fees earned by the Company from loans, securities, and other interest-bearing investments less interest paid on deposits and other interest-bearing liabilities.

In measuring net interest income, we evaluate all elements on a fully taxable equivalent basis (FTE). FTE adjusts for the tax-exempt status of interest earned on state and municipal investments and loans of the Company and the nondeductible interest expense associated with funding certain tax-free investments.

Net interest income is affected by two factors: The volume of earning assets utilized by the Company and the net interest rate spread, which is the difference in the rate earned on loans and investments and the overall rate paid on deposits and other funding liabilities.

In 2020, net interest income was \$493.4 million, up \$28.3 million or 6.1% from 2019. The volume of average earning assets was \$15.882 billion in 2020, a 23.1% increase compared to 2019. Average loans increased by 16.1% to \$10.068 billion while average deposits increased by 25.1% to \$12.910 billion. The Company's level of investment securities and short-term investments averaged \$5.814 billion in 2020, a 37.4% increase.

The Company's net interest margin decreased from 3.64% in 2019 to 3.16% in 2020.

The loan portfolio yielded 4.66% in 2020 and 5.04% in 2019 while the yield on the investment portfolio was 1.38% in 2020 and 2.53% in 2019. The Company's cost to fund the earning assets was 0.26% in 2020 and 0.57% in 2019.

Allowance for Loan Loss

The Company accounts for losses experienced in its loan portfolio on a reserve basis. The reserve is funded with provisions that are charged to expense, thereby lowering operating earnings. Loan losses represent charges to the reserve at such time that a loan is determined to be uncollectible. The reserve is maintained at a level to cover possible losses in the loan portfolio.

The Company's provision for loan losses was \$27.2 million in 2020 compared to \$14.0 million in 2019. Net loan charge-offs were \$9.6 million in 2020 and \$9.1 million in 2019. Net loan charge-offs as a percentage of average loans were 0.10% in 2020 and 0.11% in 2019. The reserve for possible loan losses was \$150.5 million on December 31, 2020 or 1.45% of outstanding loans; this compares to a reserve of \$132.9 million on December 31, 2019 or 1.40% of loans. Excluding the

PPP loans at year end 2020, the reserve for possible loan losses amounted to 1.57% of outstanding loans.

Non-interest Income

Non-interest income is comprised of fees and commissions that are received from the products and services we provide to our customers. For 2020, total non-interest income was \$274.2 million compared to \$190.3 million in 2019, an \$83.9 million or 44.1% increase driven by a \$78.7 million or 232.2% increase in mortgage banking revenue which was enhanced by the expansion of the Company's mortgage banking effort with new physical locations in Colorado, North Carolina, and Tennessee as well as offering online mortgage loans throughout the United States. Also with historic low interest rates refinancing activity increased. Following is a comparison by major categories of 2020 non-interest income with 2019:

(In millions)	2020	2019	\$ Change	% Change
Service charges and commissions	\$ 50.0	50.6	(0.6)	(1.2)%
Bankcard and merchant fees	56.2	47.9	8.3	17.3%
Fees for fiduciary services	32.8	30.7	2.1	6.8%
Mortgage banking revenues	112.6	33.9	78.7	232.2%
Brokerage fees	16.3	14.5	1.8	12.4%
Investment securities gains (losses)	(0.7)	7.9	(8.6)	—
Other	7.0	4.8	2.2	45.8%
Total non-interest income	<u>\$274.2</u>	<u>190.3</u>	<u>83.9</u>	<u>44.1%</u>

Non-interest Expense

Non-interest expense for 2020 was \$429.6 million compared to \$368.9 million in 2019, an increase of \$60.7 million or 16.5%. Changes from 2019 to 2020: 1) approximately \$18.0 million of the increase was due to the two banks acquired during 2019 and included for the full year of 2020, 2) Incentive based compensation was up \$20.8 million or 62.1% mainly due to commissions with the additional revenue in the mortgage banking area, 3) Bank card costs increased \$6.5 million or 23.2% in 2020 due to higher volume and conversion costs to the

TSYS platform, and 4) an increase in the write off of mortgage servicing rights of \$5.9 million or 83.1% in 2020 with refinancing of existing mortgages. Changes in non-interest expense by major category between 2020 and 2019 follows:

(In millions)	2020	2019	\$ Change	% Change
Salaries and wages	\$211.0	174.0	37.0	21.2%
Employee benefits and payroll taxes	49.9	44.7	5.2	11.6%
Occupancy expenses	26.7	24.8	1.9	7.7%
Equipment costs	14.6	12.9	1.7	13.2%
Marketing and business development	9.6	10.0	-0.4	-4.0%
Computer software and maintenance	15.6	13.2	2.4	18.2%
BankCard processing and other costs	34.4	27.9	6.5	23.3%
Management and consulting	9.0	8.2	0.8	9.8%
FDIC insurance	0.9	0.5	0.4	80.0%
OMSR amortization	13.0	7.1	5.9	83.1%
Information services	5.6	5.2	0.4	7.7%
Correspondent bank charges	3.8	3.5	0.3	8.6%
FDIC indemnification amortization	0.0	1.6	-1.6	—
Loan collection and other real estate costs	2.9	3.1	-0.2	-6.5%
Travel, meetings, and entertainment	2.6	4.2	-1.6	-38.1%
Printing, telecommunications, postage	8.5	8.4	0.1	1.2%
Legal fees	1.1	1.3	-0.2	-15.4%
Intangible asset amortization	4.1	1.9	2.2	115.7%
Other	16.3	16.4	-0.1	-0.6%
Total non-interest expense	<u>\$429.6</u>	<u>368.9</u>	<u>60.7</u>	<u>16.5%</u>

The Company's consolidated efficiency ratio for 2020 was 55.8% compared to 56.0% for 2019.

Income Taxes

For 2020, the Company recorded an expense for income taxes of \$70.0 million compared to \$62.7 million in 2019. The 2020 expense is comprised of \$57.2 million in Federal income tax, \$9.1 million in State income tax, and \$3.7 million in amortization of tax credit costs.

The Company's effective tax rate (Federal and State) amounted to 22.5% in 2020 and 23.0% in 2019.

5 YEAR Consolidated Average Balance Sheet

CENTRAL BANCOMPANY, INC. AND SUBSIDIARIES

Assets	2020	2019	2018	2017	2016
Cash & Due From Banks	\$ 190,398,000	168,642,000	167,414,000	178,101,000	189,278,000
Investment Securities	4,567,481,000	3,363,369,000	2,949,581,000	3,386,506,000	3,197,151,000
Money Market Obligations	1,246,672,000	868,795,000	813,716,000	649,626,000	721,983,000
Loans Less Unearned Income	10,067,989,000	8,670,796,000	8,263,526,000	7,977,585,000	7,593,567,000
Allowance for Loan Loss	(140,457,000)	(132,228,000)	(129,565,000)	(126,816,000)	(126,391,000)
Net Loans	9,927,532,000	8,538,568,000	8,133,961,000	7,850,769,000	7,467,176,000
Other Assets	789,383,000	695,973,000	629,118,000	647,671,000	669,523,000
Total Assets	\$16,721,466,000	13,635,347,000	12,693,790,000	12,712,673,000	12,245,111,000

Liabilities and Stockholders' Equity

Non-Interest Bearing					
Demand Deposits	\$ 4,607,624,000	3,368,629,000	3,132,724,000	3,175,488,000	3,041,476,000
Savings, NOW, and Money Market Deposits	6,732,864,000	5,438,204,000	5,109,279,000	4,946,129,000	4,574,425,000
Time Deposits	1,569,535,000	1,514,351,000	1,418,183,000	1,546,619,000	1,573,276,000
Total Deposits	12,910,023,000	10,321,184,000	9,660,186,000	9,668,236,000	9,189,177,000
Federal Funds Purchased & Repurchase Agreements	1,301,060,000	1,016,169,000	976,546,000	1,129,666,000	1,240,600,000
Borrowed Funds	5,000,000	2,296,000	14,000	0	1,175,000
Other Liabilities	251,335,000	217,341,000	196,097,000	193,746,000	183,422,000
Total Liabilities	14,467,418,000	11,556,990,000	10,832,843,000	10,991,648,000	10,614,374,000
Stockholders' Equity	2,254,048,000	2,078,357,000	1,860,947,000	1,721,025,000	1,630,737,000
Total Liabilities and Stockholders' Equity	\$16,721,466,000	13,635,347,000	12,693,790,000	12,712,673,000	12,245,111,000

5 YEAR Consolidated Summary of Operations

CENTRAL BANCOMPANY, INC. AND SUBSIDIARIES

	2020	2019	2018	2017	2016
Interest Income	\$534,087,000	538,614,000	470,009,000	425,328,000	400,910,000
Interest Expense	40,732,000	73,595,000	51,479,000	33,378,000	22,862,000
Net Interest Income	493,355,000	465,019,000	418,530,000	391,950,000	378,048,000
Provision for Loan Losses	27,153,000	14,025,000	15,880,000	18,142,000	14,982,000
Non-Interest Income	274,214,000	190,262,000	162,487,000	161,012,000	167,972,000
Non-Interest Expense	429,625,000	368,928,000	339,013,000	335,288,000	329,572,000
Income Before Taxes	310,791,000	272,328,000	226,124,000	199,532,000	201,466,000
Income Taxes	70,015,000	62,685,000	48,548,000	62,505,000	59,438,000
Net Income	\$240,776,000	209,643,000	177,576,000	137,027,000	142,028,000

Financial Data of Affiliate Banks

As of December 31, 2020

Bank	Total Assets	Loans	Investment Securities	Deposits	Stockholders' Equity
Central Bank of the Midwest, Lee's Summit	\$3,677,114,000	\$2,151,646,000	\$895,788,000	\$3,031,912,000	\$503,823,000
Central Trust Bank, Jefferson City	3,470,233,000	1,310,635,000	1,782,938,000	2,401,316,000	242,622,000
Central Bank of Boone County, Columbia	2,746,579,000	1,372,672,000	900,140,000	2,240,365,000	190,561,000
Central Bank of St. Louis, Clayton	2,289,164,000	1,744,291,000	319,273,000	1,673,229,000	235,335,000
Central Bank of the Ozarks, Springfield	1,718,716,000	1,174,381,000	342,319,000	1,489,497,000	154,820,000
Central Bank of Lake of the Ozarks, Osage Beach	1,027,497,000	484,840,000	390,042,000	900,103,000	85,368,000
Jefferson Bank of Missouri, Jefferson City	761,476,000	597,381,000	90,031,000	641,985,000	70,782,000
Central Bank of Oklahoma, Tulsa	755,994,000	618,605,000	41,484,000	588,067,000	136,455,000
Central Bank of Sedalia, Sedalia	551,957,000	286,099,000	170,197,000	481,939,000	44,493,000
Central Bank of Branson, Branson	459,336,000	252,447,000	128,097,000	392,307,000	40,500,000
Central Bank of Warrensburg, Warrensburg	295,974,000	172,892,000	85,060,000	248,179,000	38,117,000
Central Bank of Audrain County, Mexico	236,398,000	92,290,000	84,686,000	211,872,000	16,516,000
Central Bank of Moberly, Moberly	227,526,000	106,261,000	86,961,000	198,636,000	17,654,000



KPMG LLP
Suite 1100
1000 Walnut Street
Kansas City, MO 64106-2162

Independent Auditors' Report

The Board of Directors
Central Bancompany, Inc.:

Report on the Financial Statements

We have audited the accompanying consolidated financial statements of Central Bancompany Inc. and subsidiaries (the Company), which comprise the consolidated balance sheets as of December 31, 2020 and 2019, and the related consolidated statements of income, comprehensive income, stockholders' equity, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with U.S. generally accepted accounting principles; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Central Bancompany, Inc. and subsidiaries as of December 31, 2020 and 2019, and the results of their operations and their cash flows for the years then ended in accordance with U.S. generally accepted accounting principles.

KPMG LLP is a Delaware limited liability partnership and the U.S. member firm of the KPMG network of independent member firms affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity.



Report on Internal Control Over Financial Reporting

We also have audited, in accordance with auditing standards generally accepted in the United States of America, the Company's internal control over financial reporting as of December 31, 2020, based on criteria established in *Internal Control – Integrated Framework (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) and our report dated March 26, 2021 expressed an unmodified opinion on the effectiveness of the Company's internal control over financial reporting.

KPMG LLP

Kansas City, Missouri
March 26, 2021

CENTRAL BANCOMPANY, INC. AND SUBSIDIARIES

Consolidated Balance Sheets

December 31, 2020 and 2019

	2020	2019
Assets		
Cash and due from banks	\$ 277,207,000	234,609,000
Short-term interest-bearing deposits	1,536,646,000	692,406,000
Interest-bearing deposits	28,679,000	60,220,000
Federal funds sold and securities purchased under agreements to resell	10,238,000	200,831,000
Investment securities (note 2):		
Available for sale (AFS)	5,325,801,000	3,520,920,000
Held to maturity (fair value of \$29,927,000 and \$58,019,000, in 2020 and 2019, respectively)	29,569,000	57,222,000
Equity	58,368,000	55,322,000
Trading	216,000	108,000
Total investment securities	5,413,954,000	3,633,572,000
Loans (note 3)	10,240,018,000	9,404,755,000
Less allowance for loan losses (note 4)	(150,457,000)	(132,949,000)
Net loans	10,089,561,000	9,271,806,000
Loans held for sale	137,695,000	70,338,000
Land, buildings, and equipment, net (notes 6 and 14)	219,930,000	227,931,000
Deferred tax assets (note 8)	-	839,000
Foreclosed assets held for sale	10,580,000	9,756,000
Goodwill (note 7)	348,237,000	348,907,000
Core deposit and other intangibles (note 7)	21,088,000	25,122,000
Mortgage servicing rights (note 5)	27,153,000	20,474,000
Bank owned life insurance	23,401,000	22,848,000
Other assets	155,288,000	141,281,000
Total assets	\$ 18,299,657,000	14,960,940,000

See accompanying notes to consolidated financial statements.

CENTRAL BANCOMPANY, INC. AND SUBSIDIARIES

Consolidated Balance Sheets

December 31, 2020 and 2019

	<u>2020</u>	<u>2019</u>
Liabilities and Stockholders' Equity		
Deposits:		
Noninterest-bearing demand	\$ 5,345,070,000	3,739,782,000
Savings and interest-bearing demand	7,555,475,000	6,197,083,000
Time (note 9)	<u>1,490,779,000</u>	<u>1,630,052,000</u>
Total deposits	14,391,324,000	11,566,917,000
Federal funds purchased and securities sold under agreements to repurchase (note 10)	1,315,747,000	1,022,348,000
Trust preferred securities and other borrowed funds (note 11)	5,000,000	6,702,000
Deferred tax liabilities, net (note 8)	1,966,000	-
Other liabilities (note 14)	<u>254,965,000</u>	<u>238,910,000</u>
Total liabilities	<u>15,969,002,000</u>	<u>12,834,877,000</u>
Stockholders' equity:		
Class A voting common stock, \$1 par value. Authorized, 3,993,779 shares; issued, 1,993,779 shares	1,994,000	1,994,000
Class B nonvoting common stock, \$1 par value. Authorized, 7,962,278 shares; issued, 3,962,278 shares	3,962,000	3,962,000
Capital surplus	5,250,000	5,250,000
Retained earnings	2,449,521,000	2,253,438,000
Accumulated other comprehensive loss (note 17)	<u>(50,653,000)</u>	<u>(59,162,000)</u>
	2,410,074,000	2,205,482,000
Less treasury stock of 447,682 shares of Class A voting common stock in 2020 and 2019, respectively;		
1,083,290 shares of Class B nonvoting common stock in 2020 and 2019, respectively	<u>(79,419,000)</u>	<u>(79,419,000)</u>
Total stockholders' equity	<u>2,330,655,000</u>	<u>2,126,063,000</u>
Total liabilities and stockholders' equity	<u>\$ 18,299,657,000</u>	<u>14,960,940,000</u>

See accompanying notes to consolidated financial statements.

CENTRAL BANCOMPANY, INC. AND SUBSIDIARIES

Consolidated Statements of Income

December 31, 2020 and 2019

	2020	2019
Interest income:		
Loans	\$ 467,580,000	435,465,000
Investment securities	61,498,000	83,203,000
Federal funds sold and securities purchased under agreements to resell	5,009,000	19,946,000
Total interest income	534,087,000	538,614,000
Interest expense:		
Deposits	36,157,000	58,880,000
Federal funds purchased, securities sold under agreements to repurchase, and borrowed funds	4,575,000	14,715,000
Total interest expense	40,732,000	73,595,000
Net interest income	493,355,000	465,019,000
Provision for loan losses (note 4)	27,153,000	14,025,000
Net interest income after provision for loan losses	466,202,000	450,994,000
Other income:		
Service charges and commissions	50,000,000	50,615,000
Bankcard and merchant services	56,246,000	47,913,000
Brokerage services	16,253,000	14,548,000
Fees for fiduciary services	32,841,000	30,739,000
Mortgage banking revenues (note 5)	112,587,000	33,917,000
Other income	7,020,000	4,656,000
Investment securities (losses) gains, net	(733,000)	7,874,000
Total other income	274,214,000	190,262,000
Other expenses:		
Salaries and employee benefits (note 12)	259,924,000	217,792,000
Net occupancy (notes 6 and 14)	26,676,000	24,837,000
Equipment (notes 6 and 14)	14,627,000	12,827,000
Computer software and maintenance	15,558,000	13,158,000
Marketing and business development	9,558,000	10,041,000
FDIC insurance	895,000	482,000
Management and consulting fees	9,048,000	8,261,000
Bankcard	34,374,000	27,938,000
Other expenses	58,965,000	53,592,000
Total other expenses	429,625,000	368,928,000
Income before income taxes	310,791,000	272,328,000
Income taxes (note 8)	70,015,000	62,685,000
Net income	\$ 240,776,000	209,643,000

See accompanying notes to consolidated financial statements.

CENTRAL BANCOMPANY, INC. AND SUBSIDIARIES

Consolidated Statements of Comprehensive Income

December 31, 2020 and 2019

	<u>2020</u>	<u>2019</u>
Net income	\$ 240,776,000	209,643,000
Change in unrealized gain on AFS securities, net of income taxes	18,655,000	16,385,000
Change in pension (loss), net of income taxes	<u>(10,146,000)</u>	<u>(9,055,000)</u>
Other comprehensive income	<u>8,509,000</u>	<u>7,330,000</u>
Total comprehensive income	<u>\$ 249,285,000</u>	<u>216,973,000</u>

See accompanying notes to consolidated financial statements.

CENTRAL BANCOMPANY, INC. AND SUBSIDIARIES

Consolidated Statement of Stockholders' Equity

December 31, 2020 and 2019

	<u>2020</u>	<u>2019</u>
Common Stock:		
Balance at beginning and end of year, Class A, voting	\$ 1,994,000	1,994,000
Balance at beginning and end of year, Class B, nonvoting	3,962,000	3,962,000
Capital Surplus:		
Balance at beginning and end of year	5,250,000	5,250,000
Retained Earnings:		
Balance at beginning of year	2,253,438,000	2,081,588,000
Adoption of ASU 2016-02	-	(180,000)
Net income	240,776,000	209,643,000
Cash dividends (\$10.10 per common share in 2020 and \$8.50 per common share in 2019)	<u>(44,693,000)</u>	<u>(37,613,000)</u>
Balance at end of year	<u>2,449,521,000</u>	<u>2,253,438,000</u>
Accumulated other comprehensive loss:		
Balance at the beginning of the year	(59,162,000)	(66,492,000)
Other comprehensive income	<u>8,509,000</u>	<u>7,330,000</u>
Balance at end of year	<u>(50,653,000)</u>	<u>(59,162,000)</u>
Treasury Stock:		
Balance at beginning and end of year	<u>(79,419,000)</u>	<u>(79,419,000)</u>
Total Stockholders' Equity	<u>\$ 2,330,655,000</u>	<u>2,126,063,000</u>

See accompanying notes to consolidated financial statements.

CENTRAL BANCOMPANY, INC. AND SUBSIDIARIES

Consolidated Statement of Cash Flows

December 31, 2020 and 2019

	2020	2019
Cash flows from operating activities:		
Net income	\$ 240,776,000	209,643,000
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	33,520,000	24,319,000
Accretion of discounts and amortization of premiums, net	17,624,000	2,020,000
Deferred income taxes	131,000	4,429,000
Provision for loan losses	27,153,000	14,025,000
Gain on sale of loans, net	(95,816,000)	(25,498,000)
Purchases of trading securities	(5,438,000)	(1,899,000)
Sales of trading securities	5,325,000	1,918,000
Investment securities losses (gains), net	733,000	(7,874,000)
Originations of mortgage loans held for sale	(2,644,312,000)	(1,084,430,000)
Proceeds from sales of mortgage loans held for sale	2,722,280,000	1,104,733,000
Increase in other assets	(34,224,000)	(1,367,000)
Increase in other liabilities	3,931,000	1,221,000
Net cash provided by operating activities	271,683,000	241,240,000
Cash flows from investing activities:		
Purchase of available-for-sale securities	(7,201,436,000)	(5,081,402,000)
Purchase of equity securities	(9,114,000)	(7,946,000)
Purchase of held-to-maturity securities	(200,000)	(1,402,000)
Proceeds from sales of available-for-sale securities	230,233,000	360,384,000
Proceeds from sales of equity securities	5,514,000	29,966,000
Proceeds from maturities of available-for-sale securities	5,173,111,000	4,072,663,000
Proceeds from maturities of held-to-maturity securities	27,800,000	22,290,000
Net change in interest bearing deposits	31,541,000	(20,863,000)
Purchase of bank, net of cash acquired	—	(100,712,000)
Net increase in loans	(894,997,000)	(299,967,000)
Purchase of land, buildings, and equipment	(13,610,000)	(23,668,000)
Proceeds from sale of land, buildings, and equipment	4,309,000	6,886,000
Net cash used in investing activities	(2,646,849,000)	(1,043,771,000)
Cash flows from financing activities:		
Increase in deposits	2,824,407,000	465,240,000
Increase in federal funds purchased and securities sold under agreements to repurchase	293,399,000	64,438,000
Proceeds from borrowed funds	5,000,000	—
Repayment of borrowed funds	(6,702,000)	—
Dividends paid	(44,693,000)	(37,613,000)
Net cash provided by financing activities	3,071,411,000	492,065,000
Net increase (decrease) in cash and cash equivalents	696,245,000	(310,466,000)
Cash and cash equivalents at beginning of year	1,127,846,000	1,438,312,000
Cash and cash equivalents at end of year	\$ 1,824,091,000	1,127,846,000
Cash and due from banks	\$ 277,207,000	234,609,000
Short-term interest bearing deposits	1,536,646,000	692,406,000
Federal funds sold and securities purchased under agreements to resell	10,238,000	200,831,000
Total cash and cash equivalents	\$ 1,824,091,000	1,127,846,000
Supplemental disclosure of cash flow information:		
Interest paid	\$ 43,355,000	75,218,000
Income taxes paid	65,775,000	48,588,000
Loans transferred to foreclosed assets held for sale	10,076,000	6,029,000

See accompanying notes to consolidated financial statements.

CENTRAL BANCOMPANY, INC. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

December 31, 2020 and 2019

(1) Summary of Significant Accounting Policies

(a) *Principles of Consolidation*

The accompanying consolidated financial statements include the accounts of Central Bancompany, Inc. and its subsidiary banks and companies (the Company). All intercompany accounts and transactions have been eliminated. The Company evaluated subsequent events for recognition or disclosure through March 26, 2021, the date on which the consolidated financial statements were issued. The ongoing COVID-19 pandemic and measures intended to prevent its spread have adversely affected, and may continue to adversely affect our business activities, financial condition, and results of operations and such effects will depend on future developments, which are highly uncertain and difficult to predict. Global health concerns relating to the COVID-19 pandemic and related government actions taken to reduce the spread of the virus have negatively impacted the macroeconomic environment, and the pandemic has significantly increased economic uncertainty and abruptly reduced economic activity. The extent to which the COVID-19 pandemic impacts our business, results of operations and financial condition will depend on future developments, which are highly uncertain and are difficult to predict, including, but not limited to, the duration and spread of the pandemic, its severity, the actions to contain the virus or treat its impact, and how quickly and to what extent normal economic and operating conditions can resume.

(b) *Use of Estimates*

Management has made a number of estimates and assumptions relating to the reporting of assets and liabilities and the disclosure of contingent assets and liabilities to prepare these consolidated financial statements in conformity with U.S. generally accepted accounting principles (GAAP). Actual results could differ from those estimates.

(c) *Cash and Cash Equivalents*

For purposes of the consolidated statements of cash flows, the Company considers cash and due from banks, short-term interest-bearing deposits maturing within 90 days, and federal funds sold and securities purchased under agreements to resell maturing within 90 days to be cash equivalents. Interest-bearing deposits are interest-bearing securities held at other financial institutions but are not considered cash and cash equivalents.

(d) *Investment Securities*

The Company classifies investment securities in one of four categories: equity, trading, available-for-sale, or held-to-maturity. Trading securities are bought and held principally for the purpose of selling them in the near term. Held-to-maturity securities are those that the Company has the positive intent and ability to hold to maturity. All other debt securities are classified as available-for-sale.

Held-to-maturity securities are recorded at amortized cost. Trading, equity, and available-for-sale securities are recorded at fair value. Unrealized holding gains and losses on equity and trading securities are included in earnings. Unrealized holding gains and losses, net of related tax effect, on available-for-sale securities are excluded from earnings and are reported as a separate component of accumulated other comprehensive income (loss) until realized. Realized gains and losses upon

disposition of available-for-sale securities are included in income using the specific-identification method for determining the cost of the securities sold.

Securities are evaluated for other-than-temporary impairments in accordance with guidance provided in Accounting Standards Codification (ASC) 320-10-35, *Investments—Debt Securities—Overall—Subsequent Measurement*. For securities with other-than-temporary impairments, the entire loss in fair value is required to be recognized in current earnings if the Company intends to sell the securities or believes it likely that it will be required to sell the security before the anticipated recovery. If neither condition is met, but the Company does not expect to recover the amortized cost basis, the Company determines whether a credit loss has occurred, which is then recognized in current earnings. The noncredit-related portion of the overall loss is reported in other comprehensive income (loss).

Purchased premiums and discounts on investment securities are amortized/accreted into interest income using the constant yield method based upon the remaining contractual maturity of the asset, adjusted for any expected prepayments.

(e) *Loans held for sale-mortgage banking*

Loans held for sale-mortgage banking are accounted for at fair value pursuant to the fair value option permitted by ASC 825, *Financial Instruments*. The Company elected to take the fair value option for loans held for sale permitted by ASC 825, *Financial Instruments* beginning January 1, 2020. Previously the Company recorded loans held for sale at the lower of cost or fair value. Gains and losses from the changes in fair value are included in mortgage banking revenues, net.

(f) *Loans*

Interest on loans is accrued and credited to income based upon the principal amount outstanding using primarily a simple interest calculation. Fees associated with the origination of loans are deferred and amortized over the life of the loans and are shown as an adjustment to interest income using the straight-line method, which materially approximates the level-yield method. The accrual of interest on loans is discontinued when, in management's judgment, the interest is uncollectible in the normal course of business. When a loan is placed on non-accrual status, any interest previously accrued but not collected is reversed against current income. Interest received on nonaccrual loans is recognized on a cash basis. The loan is returned to accrual status only when the borrower has brought all past-due principal and interest payments current and, in the opinion of management, has demonstrated the ability to make future payments of principal and interest as scheduled.

(g) *Provision for Loan Losses*

The Company performs ongoing reviews of its loan portfolio to assess collectability, with a detailed review as of the close of each calendar quarter. The balance in the allowance for loan losses account reflects the Company's estimate of the losses inherent in the portfolio based on these reviews. While these estimates are based on generally accepted accounting principles (GAAP) and industry norms for assessing collectability, actual outcomes may differ from estimated results.

In compliance with ASC 310-10, individual loans determined to be impaired are reviewed quarterly for impairment. Impaired loans consist of all troubled debt restructurings and most non-accrual loans. To determine the individual impairment on these loans, the Company applies regulatory requirements to either charge the loan down or establish a reserve for any incurred loss. Impaired loans that are collateral dependent are charged down to the fair value of collateral less selling costs.

Loans which are not impaired are segregated into pools of loans with common risk characteristics as required by ASC 450-20. The historical annualized loss rate for each pool is determined and then adjusted by an appropriate loss emergence period. In accordance with regulatory guidance, these

historical loss rates are then adjusted for factors which, in the opinion of management, are expected to cause future loss rates to be higher or lower than past loss rates. Some of these factors are external, such as current economic conditions and trends, and others are internal, such as changes in the composition and performance of the current loan portfolio. The Company's ending allowance balance is the sum of the estimated required reserve on the various pools of loans plus the estimated required reserve on impaired loans.

(h) *Land, Buildings, and Equipment*

Land, buildings, and equipment are stated at cost less accumulated depreciation. Depreciation is computed on the straight-line or declining balance method depending upon the type of asset. The Company generally assigns depreciable lives of 25-30 years for buildings; 15 years for building improvements; 15 years for land improvements; and 3-7 years for furniture, equipment, and software. Maintenance and repair costs are charged to expense as incurred. Major improvements are individually considered and are capitalized or expensed as the facts dictate.

(i) *Goodwill and Other Intangible Assets*

Goodwill represents the excess of cost over equity in net assets of entities acquired. The Company accounts for goodwill in accordance with ASC 350, *Intangibles – Goodwill and Other*. Under ASC 350, goodwill and intangible assets that have indefinite useful lives are not amortized, but rather tested at least annually for impairment. Intangible assets that have finite useful lives continue to be amortized over 7 to 20 years.

(j) *Foreclosed Assets*

Foreclosed assets consist of property that has been formally repossessed. Collateral obtained through foreclosure is comprised of commercial and residential real estate and other non-real estate property, including automobiles. The assets are initially recorded at the lesser of the loan balance or fair value less estimated selling costs at the time of foreclosure, with any valuation adjustments charged to the allowance for loan losses. Subsequently, the asset is carried at fair value. Future operating results, including unrealized losses and realized gains and losses on sale, are recorded in other expense.

(k) *Income Taxes*

The Company and its subsidiaries file a consolidated federal income tax return. Certain income and expense items are accounted for differently for financial reporting purposes than for income tax purposes. Deferred income taxes are provided in recognition of these temporary differences at rates expected to be in effect when such differences reverse.

(l) *Comprehensive Income*

Comprehensive income is defined as the change in equity (net assets) of a business enterprise during a period from transactions and other events and circumstances from nonowner sources. For the Company, this includes net income, changes in unrealized gains and losses on available-for-sale investment securities, and the net periodic benefit cost related to the Company's defined benefit pension plan, net of applicable tax effects. The amounts recognized in accumulated other comprehensive loss related to the defined benefit pension plan are adjusted out of accumulated other comprehensive loss when they are subsequently recognized as components of net periodic benefit cost.

(m) *Mortgage Banking*

The fair value of retained mortgage servicing rights related to loans originated and sold is capitalized as an asset in accordance with ASC 860, *Accounting for Servicing of Financial Assets*, thereby increasing the gain on sale of the loan by the amount of the asset. Such mortgage servicing rights are amortized in proportion to and over the period of estimated net servicing income, considering

appropriate prepayment assumptions. Any remaining unamortized amount is charged to expense if the related loan is repaid prior to maturity.

Management monitors the capitalized mortgage servicing rights on a disaggregated basis by stratum for impairment based on the fair value of those rights. Any impairment is recognized through a valuation allowance.

(n) *Derivative Financial Instruments*

ASC 815, *Derivatives and Hedging*, establishes accounting and reporting standards for derivative instruments, including certain derivative instruments embedded in other contracts, and for hedging activities. Accordingly, the Company records all derivatives at fair value. The Company enters into interest rate lock commitments on certain mortgage loans related to mortgage banking operations on a best efforts basis, which are commitments to originate loans whereby the interest rate on the loan is determined prior to funding. The Company also has corresponding forward sales contracts related to these interest rate lock commitments. In August of 2020, the Company began to originate and sell certain loans related to mortgage banking operations on a mandatory delivery basis. To hedge interest rate risk the Company sells short positions in mortgage backed securities related to the loans sold on a mandatory delivery basis. The commitments to originate and short positions are accounted for as derivatives and carried at fair value in other assets and other liabilities with changes in fair value recorded in mortgage banking revenues, net.

(o) *Securities Sold under Agreements to Repurchase*

The Company enters into sales of securities under agreements to repurchase as of a specified future date. Such repurchase agreements are considered financing agreements, and accordingly, the obligation to repurchase assets sold is reflected as a liability in the consolidated balance sheet of the Company. Repurchase agreements are collateralized by securities that are under the control of the Company.

(p) *Recent Accounting Pronouncements*

Credit Losses – In June 2016, the FASB issued ASU 2016-13, *Measurement of Credit Losses on Financial Instruments*. The update replaces the current incurred loss methodology for recognizing credit losses with a current expected loss model, which requires the measurement of all expected credit losses for financial assets held at the report date based on historical experience, current conditions, and reasonable and supportable forecasts. The amendment broadens the information that the entity must consider in developing its expected credit loss estimates. Additionally, the update amends the accounting for credit losses on AFS debt securities. The update requires enhanced disclosures to help investors and other financial statement users better understand significant estimates and judgments used in estimated credit losses, as well as the credit quality and underwriting standards of a company's loan portfolio. The ASU is effective for annual periods beginning January 1, 2023. The Company is currently evaluating the effects of this pronouncement on its consolidated financial statements.

Goodwill – In January 2017, the FASB issued ASU 2017-04, *Simplifying the Test for Goodwill Impairment*. The ASU simplifies the accounting for goodwill impairments and are effective for financial statements issued for annual periods beginning after December 15, 2020. The change did not have a significant effect on the Company's consolidated financial statements.

Intangible Assets - The FASB issued ASU 2018-15, "Customer's Accounting for Implementation Costs Incurred in a Cloud Computing Arrangement That Is a Service Contract", in August 2018. Under current guidance, the accounting for implementation costs of a hosting arrangement that is a service contract is not specifically addressed. Under the new amendments, the requirements for capitalizing implementation costs incurred in a hosting arrangement that is a service contract are aligned with the requirements for capitalizing implementation costs incurred to develop or obtain internal-use software or hosting arrangements that include an internal-use software license. The guidance was effective January 1, 2020. The change did not have a significant effect on the Company's consolidated financial statements.

Income Taxes - The FASB issued ASU 2019-12, "Simplifying the Accounting for Income Taxes", in December 2019. The amendments in the ASU eliminate certain exceptions under current guidance for investments, intraperiod allocations, and the methodology for calculating interim income tax. In addition, the amendments also add new guidance to simplify accounting for income taxes. The amendments were effective January 1, 2021. The change did not have a significant effect on the Company's consolidated financial statements.

Reference Rate Reform - The FASB issued ASU 2020-04, "Reference Rate Reform", in March 2020. The amendments in the ASU provides optional expedients and exceptions for applying GAAP to loan and lease agreements, derivative contracts, and other transactions affected by the anticipated transition away from LIBOR toward new interest rate benchmarks. For loan and lease agreements that are modified because of reference rate reform and that meet certain scope guidance (i) modifications of loan agreements should be accounted for by prospectively adjusting the effective interest rate, and the modifications would be considered "minor" with the result that any existing unamortized origination fees/costs would carry forward and continue to be amortized and (ii) modifications of lease agreements should be accounted for as a continuation of the existing agreement, with no reassessments of the lease classification and the discount rate or remeasurements of lease payments that otherwise would be required for modifications not accounted for as separate contracts. ASU 2020-04 also provides numerous optional expedients for derivative accounting. ASU 2020-04 is effective March 12, 2020 through December 31, 2022. An entity may elect to apply ASU 2020-04 for contract modifications as of January 1, 2020, or prospectively from a date within an interim period that includes or is subsequent to March 12, 2020, up to the date that the financial statements are available to be issued. Once elected for a Topic or an Industry Subtopic within the ASC, ASU 2020-04 must be applied prospectively for all eligible contract modifications for that Topic or Industry Subtopic. The Company anticipates that ASU 2020-04 will simplify any modifications executed between the selected start date and December 31, 2022 that are directly related to LIBOR transition by allowing prospective recognition of the continuation of the contract, rather than extinguishment of the old contract that would result in writing off unamortized fees/costs. Management will continue to actively assess the impacts of ASU 2020-04 and the related opportunities and risks involved in the LIBOR transition and does not believe it will have a material impact on the Company's consolidated financial statements.

(2) **Investment Securities**

The table below includes the fair value of equity securities as of December 31, 2020 and 2019 including, Federal Home Loan Bank Stock, Federal Reserve Bank Stock, and equity securities with no readily determinable value:

<u>Equity Securities</u>	<u>12/31/2020</u>	<u>12/31/2019</u>
Common and preferred stocks with readily determinable fair value	\$ 4,500,000	4,957,000
Federal Home Loan Bank stock	19,643,000	19,357,000
Federal Reserve Bank stock	25,097,000	21,288,000
No readily determinable fair value	9,128,000	9,720,000
Total equity securities	<u>\$ 58,368,000</u>	<u>55,322,000</u>

During 2020, \$552,000 in losses were recorded on the net decline in market value of the common and preferred stock, consisting of \$15,000 in gains realized on sales during 2020 and \$567,000 in net unrealized losses on the portfolio. \$2,000 of the \$5,000,000 in common and preferred stocks were sold in 2020. In 2019, \$7,841,000 in gains were recorded on the net increase in market value of the common and preferred stock, consisting of \$6,337,000 in gains realized on sales during 2019 and \$1,504,000 in net unrealized gains on the portfolio. \$23,500,000 of the \$27,000,000 in common and preferred stocks were sold in 2019.

The following tables show the carrying amount, gross unrealized holding gains, gross unrealized holding losses, and fair value of AFS and HTM securities by security type at December 31, 2020 and 2019.

	<u>Amortized cost</u>	<u>Gross unrealized gains</u>	<u>Gross unrealized losses</u>	<u>Fair values</u>
2020				
Available for sale:				
United States government obligations and government-sponsored enterprises	\$ 5,057,365,000	33,643,000	(3,729,000)	5,087,279,000
Obligations of states and political subdivisions	102,646,000	2,121,000	(37,000)	104,730,000
Other securities	134,973,000	416,000	(1,597,000)	133,792,000
	<u>\$ 5,294,984,000</u>	<u>36,180,000</u>	<u>(5,363,000)</u>	<u>5,325,801,000</u>
Held to maturity:				
United States government obligations and government-sponsored enterprises	\$ 73,000	—	—	73,000
Obligations of states and political subdivisions	29,496,000	358,000	—	29,854,000
	<u>\$ 29,569,000</u>	<u>358,000</u>	<u>—</u>	<u>29,927,000</u>
	<u>Amortized cost</u>	<u>Gross unrealized gains</u>	<u>Gross unrealized losses</u>	<u>Fair values</u>
2019				
Available for sale:				
United States government obligations and government-sponsored enterprises	\$ 2,908,712,000	11,209,000	(4,447,000)	2,915,474,000
Obligations of states and political subdivisions	178,292,000	2,384,000	(68,000)	180,608,000
Other securities	427,633,000	316,000	(3,111,000)	424,838,000
	<u>\$ 3,514,637,000</u>	<u>13,909,000</u>	<u>(7,626,000)</u>	<u>3,520,920,000</u>
Held to maturity:				
United States government obligations and government-sponsored enterprises	\$ 90,000	4,000	—	94,000
Obligations of states and political subdivisions	57,132,000	895,000	(102,000)	57,925,000
	<u>\$ 57,222,000</u>	<u>899,000</u>	<u>(102,000)</u>	<u>58,019,000</u>

The amortized cost and fair value of available-for-sale and held-to-maturity securities at December 31, 2020, by contractual maturity, are shown below:

	United States government obligations and government- sponsored enterprises		Obligations of states and political subdivisions		Other securities	
	Amortized		Amortized		Amortized	
	cost	Fair value	cost	Fair value	cost	Fair value
Available for sale:						
Within 1 year	\$ 857,388,000	857,572,000	26,799,000	26,873,000	72,762,000	72,908,000
After 1 but within 5 years	1,570,040,000	1,570,285,000	60,467,000	61,401,000	40,035,000	38,638,000
After 5 but within 10 years	78,259,000	78,262,000	13,826,000	14,861,000	—	—
After 10 years	—	—	1,554,000	1,595,000	—	—
Mortgage – and asset-backed securities	2,551,678,000	2,581,160,000	—	—	22,176,000	22,246,000
	<u>\$ 5,057,365,000</u>	<u>5,087,279,000</u>	<u>102,646,000</u>	<u>104,730,000</u>	<u>134,973,000</u>	<u>133,792,000</u>
Held to maturity:						
Within 1 year	\$ —	—	3,918,000	3,939,000	—	—
After 1 but within 5 years	—	—	19,208,000	19,430,000	—	—
After 5 but within 10 years	—	—	6,323,000	6,438,000	—	—
After 10 years	—	—	47,000	47,000	—	—
Mortgage – and asset-backed securities	73,000	73,000	—	—	—	—
	<u>\$ 73,000</u>	<u>73,000</u>	<u>29,496,000</u>	<u>29,854,000</u>	<u>—</u>	<u>—</u>

Proceeds from sales of available-for-sale securities in 2020 and 2019 were \$230,233,000 and \$360,384,000, respectively. Net losses of \$181,000 and net gains of \$33,000 were recognized on the sale of available-for-sale securities in 2020 and 2019, respectively.

Other securities consist primarily of corporate bonds.

Investment securities and money market obligations with a carrying value of approximately \$3,657,000,000 and \$2,712,000,000 were pledged to secure public deposits, repurchase agreements, and borrowed funds at December 31, 2020 and 2019, respectively.

Gross unrealized losses on available-for-sale investment securities and the fair value of the related securities, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position, at December 31, 2020 and 2019 were as follows:

	Less than 12 months		12 months or more		Total	
	Unrealized		Unrealized		Unrealized	
	Fair value	losses	Fair value	losses	Fair value	losses
2020						
Available for sale:						
United States government obligations and government-sponsored enterprises	\$ 1,322,720,000	(2,903,000)	96,564,000	(827,000)	1,419,284,000	(3,729,000)
Obligations of states and political subdivisions and other securities	5,334,000	(2,000)	35,983,000	(1,631,000)	41,317,000	(1,634,000)
	<u>\$ 1,328,054,000</u>	<u>(2,905,000)</u>	<u>132,547,000</u>	<u>(2,458,000)</u>	<u>1,460,601,000</u>	<u>(5,363,000)</u>
2019						
Available for sale:						
United States government obligations and government-sponsored enterprises	\$ 981,508,000	(1,971,000)	172,782,000	(2,476,000)	1,154,290,000	(4,447,000)
Obligations of states and political subdivisions and other securities	265,179,000	(212,000)	93,481,000	(2,967,000)	358,660,000	(3,179,000)
	<u>\$ 1,246,687,000</u>	<u>(2,183,000)</u>	<u>266,263,000</u>	<u>(5,443,000)</u>	<u>1,512,950,000</u>	<u>(7,626,000)</u>

Gross unrealized losses on held-to-maturity investment securities and the fair value of the related securities were \$0 and \$8,000 at December 31, 2020. The Gross unrealized losses on held to maturity investment securities and fair value of the related securities aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position, at December 31, 2019 were as follows:

	Less than 12 months		12 months or more		Total	
	Unrealized		Unrealized		Unrealized	
	Fair value	losses	Fair value	losses	Fair value	losses
2019						
Held to maturity:						
Obligations of states and political subdivisions	\$ —	—	576,000	(102,000)	576,000	(102,000)
	\$ —	—	576,000	(102,000)	576,000	(102,000)

For the investments in the tables above, management has determined that the unrealized losses are temporary in nature. A primary factor considered in making that determination is management's intent and ability to hold each investment for a period of time sufficient to allow for an anticipated recovery in fair value. Management has the positive intent and ability to hold each investment until the earlier of its anticipated recovery or maturity. Additional factors considered in determining whether a loss is temporary include:

- The length of time and the extent to which fair value has been below cost
- The severity of the impairment
- The cause of the impairment and the financial condition and near-term prospects of the issuer
- Activity in the market of the issuer, which may indicate adverse credit conditions

Other-than-temporary impairment may arise in future periods, due to further deterioration in the general economy and national housing markets, and changing cash flows, loss severities, and delinquency levels of the securities' underlying collateral, which would negatively affect the Company's financial results.

The Company's impairment policy requires a review of all securities for which fair value is less than amortized cost for a period of 12 months. Special emphasis and analysis is placed on securities whose credit rating has experienced a negative credit rating event. These securities are placed on a watch list, and for all such securities, further credit analysis, research, and rating agency outlook is evaluated for further action considerations. Securities below investment grade with risk of bankruptcy filing or uncertain financial outlook are considered for OTTI impairment. There were no securities on the watch list as of December 31, 2020 and 2019 that were considered other than temporarily impaired.

As of December 31, 2020 and 2019, the Company had no recorded other than temporary impairment. Securities that were temporarily impaired at December 31, 2020 and 2019 are shown above, along with the length of the impairment period. Out of the total available-for-sale securities portfolio, consisting of 3,149 individual securities at December 31, 2020, 585 securities were temporarily impaired. Of these securities, 133 securities, amounting to 2.5% of the available-for-sale portfolio, were temporarily impaired for 12 months or longer.

With respect to United States government obligations and government-sponsored enterprises, the unrealized losses on investments in securities of U.S. government obligations and government-sponsored enterprises were caused by interest rates moving sharply lower by mid-year and then starting to trend upwards towards the end of the year. While interest rates were lower year over year, the timing of purchases did cause some current mark to market loss positions. The contractual terms of these investments do not permit the issuer to settle the securities at a price less than par. Because the Company has the ability and intent to hold these investments until a market price recovery or maturity, these investments are not considered other-than-temporarily impaired. These securities represent 73% of all securities at a loss for greater than 12 months.

The unrealized losses on investments in obligations of states and political subdivisions were caused by interest rate changes and other market conditions. The contractual terms of these investments do not permit the issuer to settle the securities at a price less than par.

With rates moving lower year over year and corporate bond spreads tightening throughout the year, the legacy corporate bond portfolio held, with any mark to market exposure being driven by size and structure more than the overall economic environment. All individual corporate bond investments remain investment grade and within policy limits. Because the Company has the ability and intent to hold these investments until a market price recovery or maturity, these investments are not considered other-than-temporarily impaired.

(3) Loans

Loans consisted of the following at December 31, 2020 and 2019:

	2020	2019
Commercial	\$ 7,973,991,000	7,135,456,000
Real estate	1,051,298,000	1,046,003,000
Individual	1,272,763,000	1,266,345,000
	<u>10,298,052,000</u>	<u>9,447,804,000</u>
Less unearned income	45,225,000	26,714,000
Less fair value adjustment	12,809,000	16,335,000
Total loans	<u>\$ 10,240,018,000</u>	<u>9,404,755,000</u>

The Company funded \$941,223,000 of PPP loans during 2020, all of which were fixed rate loans carrying a 1% interest rate. For these loans, the Company collected fees paid by the SBA totaling \$35.5 million, of which \$15.4 million were recognized in net interest income during 2020.

With the purchase of BankLiberty and Platte Valley Bank of Missouri in 2019 as discussed in detail in Footnote #18 - Acquisitions, the Company purchased certain loans that included deterioration of credit quality for which payment of contractual amounts were subject to default (PCI loans). At December 31, 2020, the contractual balance, carrying value, and accretable discounts for PCI credits and non PCI credits carried at fair value are as follows:

	Contractual Loan Balance	Carrying Value	Accretable Discount
At December 31, 2020:			
PCI Loans			
From Prior Acquisitions	\$ 19,546,218	15,562,489	4,279,287
Non PCI Loans			
From Prior Acquisitions	512,662,871	512,662,871	4,546,300
	<u>\$ 532,209,089</u>	<u>528,225,360</u>	<u>8,825,587</u>
Accretion moved from non-accretable to accretable in 2020		\$	1,069,960
Discount accretion recognized as interest income in 2020 from accretable		\$	3,736,123
At December 31, 2019:			
PCI Loans			
From Prior Acquisitions	\$ 13,917,000	11,355,000	4,605,000
BankLiberty	10,815,000	8,213,000	—
Platte Valley Bank of Missouri	141,000	123,000	—
Non PCI Loans			
BankLiberty	369,271,000	369,271,000	3,124,000
Platte Valley Bank of Missouri	442,222,000	442,223,000	3,424,000
	<u>\$ 836,366,000</u>	<u>831,185,000</u>	<u>11,153,000</u>
Accretion moved from non-accretable to accretable in 2019		\$	332,000
Discount accretion recognized as interest income in 2019 from accretable		\$	2,401,000

Loans acquired by the Company were \$0 and \$850,522,000 in 2020 and 2019, respectively.

Loans made to officers and directors of the Company, including subsidiary banks and their related businesses are summarized below. They were made in the ordinary course of business at market rates.

	<u>2020</u>
Balance at beginning of year	\$ 472,575,000
New loans	150,160,000
Repayments	(96,643,000)
Other changes	2,801,000
Balance at end of year	<u>\$ 528,893,000</u>

Mortgage loans held-for-sale at December 31, 2020 and 2019 totaled approximately \$137,695,000 and \$70,339,000 respectively. The Company determines at the time of origination whether mortgage loans will be held for the Company's portfolio or sold to the secondary market. Loans originated and intended for sale in the secondary market are recorded using the fair value option. The election of the fair value option aligns the accounting for these loans with the related economic hedges discussed in Note 19. The loans held for sale are included in loans on the balance sheets of the accompanying consolidated financial statements.

Nonaccruing loans at December 31, 2020 and 2019 totaled approximately \$27,671,000 and \$51,743,000, respectively. The interest income recorded on nonaccrual loans was approximately \$1,478,000 and \$1,132,000 in 2020 and 2019, respectively.

Restructured loans at December 31, 2020 and 2019 totaled \$15,855,000 and \$26,883,000, respectively. The interest income recognized on restructured loans at December 31, 2020 and 2019 was approximately \$380,000 and \$979,000, respectively.

Section 4013 of the CARES Act was signed into law on March 27, 2020, and includes a provision that short-term modifications are not troubled debt restructurings, if made on a good-faith basis in response to COVID-19 to borrowers who were current prior to December 31, 2019. The Company follows the guidance under the CARES Act when determining if a customer's modification is subject to troubled debt restructuring classification. If it is deemed the modification is not short term, not COVID-19 related or the customer does not meet the criteria under the guidance to be scoped out of troubled debt restructuring classification, the Company will evaluate the loan modifications under its existing framework which requires modifications that result in a concession to a borrower experiencing financial difficulty be accounted for as a troubled debt restructuring.

The initial guidance issued under the CARES Act was due to expire on December 31, 2020. During January 2021, the Consolidated Appropriations Act, 2021 was enacted and extended relief offered under the CARES Act related to the accounting and disclosure requirements for troubled debt restructurings as a result of COVID-19. The Company elected to adopt the extension of this guidance.

The Company has entered into commitments to lend additional funds to the borrowers whose loans have been restructured and included in the totals disclosed above of approximately \$51,000 at December 31, 2020. The table below shows the outstanding balance of loans classified as troubled debt restructurings (TDR) at December 31, 2020 and 2019. Nonperforming TDRs include all past-due and nonaccrual TDR loans. As of December 31, 2020, the Company had 19 TDRs totaling \$3,391,000 that were past-due.

	2020			2019		
	Performing	Nonperforming	Total	Performing	Nonperforming	Total
	TDRs	TDRs	TDRs	TDRs	TDRs	TDRs
Commercial	\$ 5,252,000	4,334,000	9,586,000	10,494,000	7,533,000	18,027,000
Real estate	3,490,000	2,731,000	6,221,000	5,199,000	3,600,000	8,799,000
Individual	48,000	—	48,000	50,000	7,000	57,000
Total loans	<u>\$ 8,790,000</u>	<u>7,065,000</u>	<u>15,855,000</u>	<u>15,743,000</u>	<u>11,140,000</u>	<u>26,883,000</u>

The Company has outstanding commitments to provide loans to customers and also has issued letters of credit. Loan commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. Since many of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. Letters of credit are conditional commitments issued by the Company to guarantee the performance of a customer to a third party. The credit risk involved in issuing letters of credit is essentially the same as is involved in extending loan facilities to customers. At December 31, 2020 and 2019, the Company had unfunded loan commitments of \$3,054,194,000 and \$2,706,598,000, respectively. Outstanding letters of credit as of December 31, 2020 and 2019 amounted to \$66,349,000 and \$65,138,000, respectively.

The Company evaluates each customer's creditworthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary, by the Company upon extension of credit is based on management's credit evaluation of the customer. Collateral held varies, but may include accounts receivable, inventory, property, plant, equipment, and income-producing commercial properties. The Company's banking subsidiaries are located throughout the states of Missouri, Kansas, Illinois, Oklahoma, Colorado, North Carolina and Tennessee, and the Company's loan portfolio has no unusual geographic concentrations of credit risk beyond its market areas.

(4) Allowance for Loan Losses

The following is a summary of activity in the allowance for loan losses:

	Commercial and commercial real estate	Residential real estate	Individual	Total
For the year ended December 31, 2020:				
Balance at beginning of year	\$ 88,427,000	23,430,000	21,092,000	132,949,000
Provision for loan losses	17,222,000	1,771,000	8,160,000	27,153,000
Loans charged off	(6,251,000)	(838,000)	(9,494,000)	(16,583,000)
Recoveries on loans previously charged off	2,456,000	797,000	3,685,000	6,938,000
Balance at end of year	<u>\$ 101,854,000</u>	<u>25,160,000</u>	<u>23,443,000</u>	<u>150,457,000</u>

	Commercial and commercial real estate	Residential real estate	Individual	Total
For the year ended December 31, 2019:				
Balance at beginning of year	\$ 85,757,000	22,089,000	20,199,000	128,045,000
Provision for loan losses	5,246,000	1,058,000	7,721,000	14,025,000
Loans charged off	(4,787,000)	(666,000)	(10,612,000)	(16,065,000)
Recoveries on loans previously charged off	2,211,000	949,000	3,784,000	6,944,000
Balance at end of year	<u>\$ 88,427,000</u>	<u>23,430,000</u>	<u>21,092,000</u>	<u>132,949,000</u>

The following table provides the balance in the allowance for loan losses at December 31, 2020 and 2019, and the related loan balance by impairment methodology. Loans evaluated under ASC 310-10-35, *Receivable—Overall—Subsequent Measurement*, include loans on nonaccrual status, which are individually evaluated for impairment, troubled debt restructurings, and other impaired loans deemed to have similar risk characteristics. All other loans are collectively evaluated for impairment under ASC 450-20, *Loss Contingencies*. Although the allowance for loan losses is comprised of specific and general allocations, the entire allowance is available to absorb credit losses.

	Commercial and commercial real estate	Residential real estate	Individual	Total
At December 31, 2020:				
Allowance for loan losses:				
Individually evaluated for impairment	\$ 694,000	20,000	—	714,000
Collectively evaluated for impairment	101,160,000	25,140,000	23,443,000	149,743,000
Total	<u>\$ 101,854,000</u>	<u>25,160,000</u>	<u>23,443,000</u>	<u>150,457,000</u>
Loans outstanding:				
Individually evaluated for impairment	\$ 23,991,000	2,573,000	—	26,564,000
Collectively evaluated for impairment	7,892,592,000	1,182,662,000	1,272,634,000	10,347,888,000
Total	<u>\$ 7,916,583,000</u>	<u>1,185,235,000</u>	<u>1,272,634,000</u>	<u>10,374,452,000</u>

	Commercial and commercial real estate	Residential real estate	Individual	Total
At December 31, 2019:				
Allowance for loan losses:				
Individually evaluated for impairment	\$ 802,000	149,000	—	951,000
Collectively evaluated for impairment	87,625,000	23,281,000	21,092,000	131,998,000
Total	<u>\$ 88,427,000</u>	<u>23,430,000</u>	<u>21,092,000</u>	<u>132,949,000</u>
Loans outstanding:				
Individually evaluated for impairment	\$ 29,462,000	6,223,000	—	35,685,000
Collectively evaluated for impairment	7,063,677,000	1,109,519,000	1,266,212,000	9,439,408,000
Total	<u>\$ 7,093,139,000</u>	<u>1,115,742,000</u>	<u>1,266,212,000</u>	<u>9,475,093,000</u>

The following table presents information on impaired loans at December 31:

	2020	2019
Impaired loans with a specific allowance provided		
Commercial and commercial real estate	\$ 9,524,000	7,333,000
Residential real estate	1,015,000	1,493,000
Individual	—	—
	<u>10,539,000</u>	<u>8,826,000</u>
Impaired loans with no specific allowance provided		
Commercial and commercial real estate	25,450,000	33,863,000
Residential real estate	1,858,000	7,917,000
Individual	—	—
	<u>27,308,000</u>	<u>41,780,000</u>
Total impaired loans	<u>\$ 37,847,000</u>	<u>50,606,000</u>
Allowance related to impaired loans		
Commercial and commercial real estate	\$ 694,000	802,000
Residential real estate	20,000	149,000
Individual	—	—
Total allowance related to impaired loans	<u>\$ 714,000</u>	<u>951,000</u>

Total average impaired loans during 2020 and 2019 are shown in the table below.

	2020			2019		
	Nonaccrual	Restructured and still accruing	Total	Nonaccrual	Restructured and still accruing	Total
Average Impaired Loans:						
Commercial and commercial real estate	\$ 25,100,500	7,922,000	33,022,500	23,515,000	11,803,000	35,318,000
Residential real estate	10,717,000	4,344,500	15,061,500	12,856,000	6,105,000	18,961,000
Individual	3,889,500	49,000	3,938,500	3,503,000	51,000	3,554,000
Total	<u>\$ 39,707,000</u>	<u>12,315,500</u>	<u>52,022,500</u>	<u>39,874,000</u>	<u>17,959,000</u>	<u>57,833,000</u>

Age Analysis of Past Due and Nonaccrual Loans

	Current or less than 30 days past due	30 – 89 Days past due	90 Days past due and still accruing	Nonaccrual	Total
At December 31, 2020:					
Commercial and commercial real estate	\$ 7,889,808,000	10,075,000	342,000	16,358,000	7,916,583,000
Residential real estate	1,170,447,000	6,619,000	833,000	7,336,000	1,185,235,000
Individual	1,260,929,000	7,285,000	443,000	3,977,000	1,272,634,000
Total	<u>\$ 10,321,184,000</u>	<u>23,979,000</u>	<u>1,618,000</u>	<u>27,671,000</u>	<u>10,374,452,000</u>

	Current or less than 30 days past due	30 – 89 Days past due	90 Days past due and still accruing	Nonaccrual	Total
At December 31, 2019:					
Commercial and commercial real estate	\$ 7,047,642,000	11,626,000	29,000	33,843,000	7,093,140,000
Residential real estate	1,089,695,000	11,384,000	565,000	14,098,000	1,115,742,000
Individual	1,252,798,000	9,154,000	457,000	3,802,000	1,266,211,000
Total	<u>\$ 9,390,135,000</u>	<u>32,164,000</u>	<u>1,051,000</u>	<u>51,743,000</u>	<u>9,475,093,000</u>

The following table provides information about the credit quality of the loan portfolio using the Company's internal rating system reflecting management's risk assessment. Loans are placed on *watch* status when (1) one or more weaknesses which could jeopardize timely liquidation exists; or (2) the margin or liquidity of an asset is sufficiently tenuous that adverse trends could result in a collection problem. Loans classified as *substandard* are inadequately protected by the current sound worth and paying capacity of the obligor or of the collateral pledged, if any. Loans so classified may have a well-defined weakness or weaknesses that jeopardize the repayment of the debt. Such loans are characterized by the distinct possibility that the Company may sustain some loss if the deficiencies are not corrected. Loans are placed on *nonaccrual* status when (1) deterioration in the financial condition of the borrower exists for which payment of full principal and interest is not expected, or (2) upon which principal or interest has been in default for a period of 90 days or more and the asset is not both well secured and in the process of collection.

	Commercial and commercial real estate	Residential real estate	Individual	Total
At December 31, 2020:				
Watch	\$ 119,329,000	13,618,000	652,000	133,599,000
Substandard	69,152,000	11,706,000	2,439,000	83,297,000
Nonaccrual	16,358,000	7,336,000	3,977,000	27,671,000
Total	<u>\$ 204,839,000</u>	<u>32,660,000</u>	<u>7,068,000</u>	<u>244,567,000</u>

	Commercial and commercial real estate	Residential real estate	Individual	Total
At December 31, 2019:				
Watch	\$ 91,413,000	10,843,000	395,000	102,651,000
Substandard	79,077,000	12,276,000	2,406,000	93,759,000
Nonaccrual	33,843,000	14,098,000	3,802,000	51,743,000
Total	<u>\$ 204,333,000</u>	<u>37,217,000</u>	<u>6,603,000</u>	<u>248,153,000</u>

(5) Mortgage Banking Activities

Certain subsidiary banks of the Company originate mortgage loans and sell those loans to the Federal Home Loan Mortgage Corporation (FHLMC), Federal National Mortgage Association (FNMA), and other private investors. Typically, these loans are sold with servicing retained by the subsidiary banks. Loans sold with servicing retained in 2020 and 2019 aggregated \$2,073,882,000 and \$751,482,000, respectively. Loans serviced for investors aggregated \$4,329,148,000 and \$3,544,243,000 at December 31, 2020 and 2019, respectively. Included in mortgage banking revenues in the accompanying consolidated statements of income for 2020 and 2019 are gains on the sale of mortgage loans totaling \$93,686,000 and \$25,350,000, as well as gains on interest rate lock commitments (IRLC) hedge of \$9,462,000 and \$0, respectively, for additional detail on this item see note 19. Servicing fees recorded by the banks, which are also recorded in mortgage banking revenues and recorded when collected, aggregated \$9,439,000 and \$8,567,000 in 2020 and 2019, respectively.

Included in gain on sales of mortgage loans during 2020 and 2019 are capitalized mortgage servicing rights aggregating \$19,644,000 and \$6,605,000, respectively.

The following assumptions were used in determining the fair value of the capitalized mortgage servicing rights:

	2020	2019
Discount Rate	10.20%	10.01%
Prepayment Speed	16.38%	14.23%
Delinquency Rate	0.65%	0.70%

A summary of the mortgage servicing rights is as follows:

	2020	2019
Balance at beginning of year	\$20,474,000	\$20,950,000
Capitalized mortgage servicing rights	19,644,000	6,605,000
Amortization	(12,698,000)	(6,996,000)
Less valuation allowance	(267,000)	(85,000)
Balance at end of year	<u>\$27,153,000</u>	<u>\$20,474,000</u>

The valuation allowance at December 31, 2020 and 2019 was \$267,000 and \$85,000 respectively.

The following table shows the estimated future amortization expense based on existing asset balances and the interest rate environment as of December 31, 2020. The Company's actual amortization expense in any given period may be different from the estimated amounts depending upon the addition of new intangible assets, changes in mortgage interest rates, prepayment speeds, and other market conditions.

Year:	
2021	\$ 5,363,000
2022	4,136,000
2023	3,356,000
2024	2,788,000
Thereafter	11,510,000

(6) Land, Buildings, and Equipment

A summary of land, buildings, and equipment at December 31, 2020 and 2019 is as follows:

	2020	2019
Land	\$ 61,192,000	62,428,000
Buildings and improvements	269,663,000	267,506,000
Equipment	79,182,000	83,637,000
Right to use assets, net of amortization	34,159,000	34,696,000
	<u>444,196,000</u>	<u>448,267,000</u>
Less accumulated depreciation	<u>224,266,000</u>	<u>220,336,000</u>
	<u>\$ 219,930,000</u>	<u>227,931,000</u>

The following table shows the estimated future depreciation expense based on existing asset balances as of December 31, 2020.

Year:	
2021	\$ 15,592,000
2022	13,079,000
2023	10,782,000
2024	9,203,000
2025	8,026,000
Thereafter	67,896,000

Depreciation of buildings and equipment charged to operating expense was approximately \$16,765,000 and \$15,426,000 in 2020 and 2019, respectively, and is included in net occupancy and equipment expense on the consolidated statements of income.

(7) Goodwill and Intangible Assets

Goodwill and core deposit intangible assets are summarized in the following table:

	2020			2019		
	Gross carrying amount	Accumulated amortization	Net amount	Gross carrying amount	Accumulated amortization	Net amount
Amortizable intangible assets:						
Core deposit intangible assets	\$ 26,335,000	(8,073,000)	18,262,000	26,311,000	(4,366,000)	21,945,000
Trust customer intangible asset	6,100,000	(3,274,000)	2,826,000	6,100,000	(2,923,000)	3,177,000
Goodwill	348,237,000	—	348,237,000	348,907,000	—	348,907,000

Aggregate amortization expense on core deposit and other intangible assets for the years ended December 31, 2020 and 2019 was \$4,057,000 and \$1,898,000, respectively. The following table shows the estimated future amortization expense for the next five years based on existing asset balances and the interest rate environment as of December 31, 2020. The Company's actual amortization expense in any given period may be different from the estimated amounts depending upon the addition of new intangible assets and other market conditions.

Year	
2021	\$ 3,996,000
2022	3,531,000
2023	3,520,000
2024	3,388,000
2025	3,227,000
Thereafter	3,426,000

(8) Income Taxes

The components of income tax expense on operations for the years ended December 31, 2020 and 2019 are as follows:

	2020	2019
Current income tax expense:		
Federal	\$ 60,816,000	47,179,000
State	9,068,000	10,912,000
Total current income tax expense	69,884,000	58,091,000
Deferred income tax expense:		
Federal	133,000	4,918,000
State	(2,000)	(324,000)
Total deferred income tax expense	131,000	4,594,000
Total income tax expense on operations	\$ 70,015,000	62,685,000

The reasons for the difference between the effective tax rates of 22.5% and 23.0% for 2020 and 2019, respectively, and the current federal statutory income tax rate of 21%, are as follows:

	2020		2019	
	Amount	Percent	Amount	Percent
Income tax expense at federal statutory rate	\$ 65,266,000	21.0	\$ 57,189,000	21.0
Increase (reduction) in income taxes resulting from:				
Tax-exempt interest	(2,268,000)	(0.7)	(2,906,000)	(1.1)
Dividend exclusion	(57,000)	(0.0)	(39,000)	0.0
State income taxes, net of federal income tax	7,162,000	2.3	8,364,000	3.0
Nondeductible expenses	258,000	0.1	439,000	0.2
Federal tax credits, net of low income housing tax credit partnership amortization	(460,000)	(0.2)	(385,000)	(0.1)
Other, net	114,000	0.0	23,000	0.0
	<u>\$ 70,015,000</u>	<u>22.5</u>	<u>\$ 62,685,000</u>	<u>23.0</u>

The tax effects of temporary differences that give rise to significant portions of the deferred tax assets and deferred tax liabilities at December 31, 2020 and 2019 are presented below:

	2020	2019
Deferred tax assets:		
Loans, principally due to allowance for loan losses	\$ 36,419,000	32,242,000
Accrued expenses	28,010,000	24,524,000
Buildings and equipment	1,412,000	1,212,000
Defined benefit plan	23,202,000	20,026,000
Total gross deferred tax assets	<u>89,043,000</u>	<u>78,004,000</u>
Deferred tax liabilities:		
Prepaid pension expense	7,538,000	7,787,000
Mortgage servicing rights	6,480,000	4,886,000
Goodwill	28,128,000	26,213,000
Lease financing	35,378,000	33,019,000
Unrealized gain on equity securities	1,229,000	1,123,000
Unrealized gain on available-for-sale securities	7,347,000	1,498,000
Other	4,909,000	2,639,000
Total gross deferred tax liabilities	<u>91,009,000</u>	<u>77,165,000</u>
Net deferred taxes	<u>\$ (1,966,000)</u>	<u>839,000</u>

The Company has not recorded a valuation allowance related to the net deferred tax assets at December 31, 2020 or 2019 due to historical and expected future earnings of the bank subsidiaries.

On June 1, 2018, Senate Bill No. 884 ("S.B. 884") was signed into Missouri state law. S.B. 884 reduced the Missouri corporate income tax rate from 6.25% to 4.00%, effective January 1, 2020.

The Company classifies interest and penalties on uncertain tax benefits as income tax expense. In the normal course of business, the Company provides for uncertain tax positions and the related interest and penalties

and adjusts its unrecognized tax benefits and related interest and penalties accordingly. Unrecognized tax benefits decreased by \$400,000 during 2020, totaling \$2.5 million at December 31, 2020.

The Company's U.S. federal and state income tax returns for years prior to 2016 are no longer subject to examination by the tax authorities.

(9) Deposits

Maturities of time deposits are as follows at December 31, 2020:

Year	
2021	\$1,167,602,000
2022	206,094,000
2023	70,980,000
2024	28,165,000
2025	17,528,000
Thereafter	<u>410,000</u>
	<u>\$1,490,779,000</u>

Time deposits include certificates of deposit of \$250,000 and over, totaling approximately \$316,828,000 and \$308,240,000 at December 31, 2020 and 2019, respectively. Interest expense on such deposits amounted to \$3,105,000 and \$5,702,000 in 2020 and 2019, respectively.

(10) Securities Sold under Agreements to Repurchase

The Company's obligation to repurchase securities sold at December 31, 2020 and 2019 totaled \$1,050,430,000 and \$856,958,000, respectively. These are short-term borrowings that generally have one day maturities. Information concerning securities sold under agreements to repurchase during the year is as follows:

	2020	2019
Average monthly balance during the year	\$ 1,002,524,000	825,270,000
Maximum month-end balance during the year	1,090,969,036	874,338,000
Average interest rate during the year	0.35%	1.27%

Assets and liabilities relating to securities purchased under agreements to resell (resale agreements) and securities sold under agreements to repurchase (repurchase agreements) are presented gross in the consolidated balance sheet and the Company is not party to any offsetting arrangements associated with these agreements. Resale and repurchase agreements to purchase/sell securities are subject to an obligation to resell/repurchase the same or similar securities and are accounted for as collateralized financing transactions, not as sales and purchases of the securities portfolio. The securities collateral accepted or pledged in resale and repurchase agreements with other financial institutions also may be sold or re-pledged by the secured party, but is usually delivered to and held by third party trustees.

The table below shows the remaining contractual maturities of repurchase agreements outstanding at December 31, 2020, in addition to the various types of marketable securities that have been pledged as collateral for these borrowings.

	Remaining Contractual Maturity of the Agreements			Total
	Overnight and continuous	Up to 90 days	Greater than 90 days	
December 31, 2020				
Repurchase agreements, secured by:				
U.S. government and federal agency obligations	\$ 159,918,000	—	39,539,000	199,457,000
Government-sponsored enterprise obligations	22,273,000	—	58,889,000	81,162,000
Mortgage-backed securities	285,774,000	—	515,715,000	801,489,000
Other	—	—	—	—
Total Repurchase agreements, gross amount recognized	\$ 467,965,000	\$ —	\$ 614,143,000	1,082,108,000

(11) Trust Preferred Securities and Other Borrowed Funds

The Company, with the acquisition of Platte County Bancshares, Inc. on December 2, 2019, acquired \$6.7 million of Trust preferred security debt instruments consisting of 1) \$3,000,000 of Trust preferred securities issued on July 31, 2001 with a 30 year maturity and a floating rate of 3.58% above three month LIBOR set quarterly. The rate at December 31, 2019 was 5.51%. 2) \$3,500,000 of Trust preferred securities issued on December 30, 2003 with a 30 year maturity and a floating rate of 2.85% above three month LIBOR set quarterly. The rate at December 31, 2019 was 4.99%. 3) \$202,000 of Trust preferred securities from the proceeds of the sale of the securities that were loaned to Platte County Bancshares, Inc. under subordinated debentures issued to the Trust pursuant to an indenture with payment terms identical to the preferred securities.

The Company's Trust preferred securities were retired in the first quarter of 2020.

Borrowed funds at December 31, 2020 and 2019 are as follows:

	2020	2019
Notes payable to the FHLB of Topeka at a .37% fixed rate of interest, secured by certain qualifying mortgage loans of the Company with a maturity in 2022	<u>\$ 5,000,000</u>	<u>—</u>

(12) Employee Benefit Plans

The Company has a noncontributory defined benefit pension plan, the Central Bancompany, Inc. Retirement Plan (the Plan), available to qualified employees, as defined under the Plan. On November 14, 2018, the Company's Board of Directors approved an amendment to freeze the Plan, effective December 31, 2018. After December 31, 2018, participants in the Plan stopped accruing additional benefits for future service or compensation. Participants retained benefits accumulated as of December 31, 2018 in accordance with the terms of the Plan.

The Company's funding policy is to contribute funds to an account maintained by the pension plan trustee, as necessary, to provide for the normal cost and amortization of the unfunded actuarial accrued liability.

Assets held in the Plan are primarily government and government agency obligations, common stock, corporate bonds, mutual funds, and money market accounts. Certain executives also participate in a supplemental pension plan (the CERP) that the Company funds only as retirement benefits are disbursed. The CERP carries no segregated assets.

Benefit obligations of the CERP are shown in the table immediately below. In all other tables presented, the pension plan and the CERP are presented on a combined basis, even though the CERP is unfunded.

	<u>2020</u>	<u>2019</u>
Projected benefit obligation	\$ 23,584,000	23,085,000
Accumulated benefit obligation	21,423,000	22,332,000

The following items are components of net pension cost for the years ended December 31, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Interest cost on projected benefit obligation	\$ 11,195,000	12,591,000
Expected return on plan assets	(11,547,000)	(11,768,000)
Amortization of net loss	2,160,000	929,000
Net periodic pension cost	<u>\$ 1,808,000</u>	<u>1,752,000</u>

The following table sets forth the pension plans' funded status, using valuation dates of December 31, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Change in projected benefit obligation:		
Projected benefit obligation at prior valuation date	\$ 325,986,000	287,007,000
Interest cost	11,194,000	12,591,000
Benefits paid	(16,471,000)	(15,833,000)
Actuarial (gain) loss	34,888,000	42,221,000
Projected benefit obligation at valuation date	<u>355,597,000</u>	<u>325,986,000</u>
Change in plan assets:		
Fair value of plan assets at beginning of year	252,200,000	224,264,000
Actual return on plan assets	30,952,000	42,747,000
Employer contributions	1,680,000	1,022,000
Benefits paid	(16,471,000)	(15,833,000)
Fair value of plan assets at end of year	<u>268,361,000</u>	<u>252,200,000</u>
Funded status and net amount recognized at December 31	<u>\$ (87,236,000)</u>	<u>(73,786,000)</u>

Amounts recognized on the December 31 balance sheet are as follows:

	<u>2020</u>	<u>2019</u>
Prepaid pension asset	\$ 31,511,000	32,548,000
Accrued benefit liability	<u>(118,747,000)</u>	<u>(106,334,000)</u>
Net amount recognized at December 31	<u>\$ (87,236,000)</u>	<u>(73,786,000)</u>

Amounts not yet reflected in net periodic benefit cost and included in accumulated other comprehensive loss, on a pretax basis, at December 31, 2020 are as follows:

Prior service asset	\$ —
Accumulated loss	<u>(97,324,000)</u>
Accumulated other comprehensive loss, pretax	(97,324,000)
Cumulative employer contributions in excess of net periodic benefit cost	<u>10,088,000</u>
Net amount recognized on the December 31, 2020 balance sheet	<u>\$ (87,236,000)</u>

The following weighted average assumptions have been used at December 31, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Determination of benefit obligation at year-end:		
Discount rate	2.80%	3.45%
Determination of net periodic benefit cost for the year ended:		
Discount rate	3.45%	4.45%
Expected long-term rate of return on Plan assets	5.00	5.00

The expected return on pension plan assets is developed using inflation expectations and risk factors to arrive at a long-term nominal expected return for each asset class. The nominal expected return for each asset class is then weighted based on the target asset allocation to develop the expected long-term rate of return on plan assets.

The following table shows the Company's employer contributions and benefits paid for the years ended December 31, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Employer contributions	\$ 1,680,000	1,022,000
Benefits paid	16,471,000	15,833,000

The weighted average asset allocations as of December 31, 2020 and 2019, by asset category, are as follows:

	Plan assets as of December 31,	
	2020	2019
Equity securities	76%	73%
Fixed income	23%	25%
Cash and equivalents	1%	2%
Total	100%	100%

The Plan's Investment Policy focuses on efficient allocation of capital among various asset classes to create a diversified portfolio in order to achieve the Plan's investment return objective of 5.0%. In making capital allocation decisions, the Trustee considers the expected return, standard deviation, and correlation of returns of various asset classes, as well as the current term structure of interest rates and current market conditions. In order to generate returns sufficient to meet actuarial estimates of the Plan's future obligations, the majority of the Plan's assets are typically invested in asset classes with higher expected rates of return, specifically equity securities. In order to limit risk, a lesser allocation is made to fixed income securities. Within strict policy ranges, the Trustee has discretion to increase or decrease the equity and fixed income allocations in response to changing market conditions. The Plan allocates a small percentage to real assets in the form of precious metals trusts.

The following benefit payments are expected to be paid:

2021	\$ 14,691,000
2022	15,153,000
2023	15,875,000
2024	16,097,000
2025	16,545,000
2026 – 2030	86,352,000

Following is a description of the valuation methodologies used for assets measured at fair value in the Plan:

Cash equivalents – Money market funds are valued at the closing price reported on the active market on which the funds are traded.

U.S. government and agency obligations – Federal agencies are priced utilizing industry-standard models that consider various assumptions, including time value, yield curves, volatility factors, prepayment speeds, default rates, loss severity, current market, and contractual prices for the underlying financial instruments, as well as other relevant economic measures. Substantially all of these assumptions are observable in the marketplace, can be derived from observable data, or are supported by observable levels at which transactions are executed in the marketplace. Municipal and corporate securities are valued using a type of matrix, or grid, pricing in which securities are benchmarked against the treasury rate based on credit rating. These model and matrix measurements are classified as Level 2 in the fair value hierarchy.

Mutual funds and common stocks – The fair value of these investments is based on quoted market prices from national securities exchanges.

The following table sets forth by level, within the fair value hierarchy, the pension plan's assets at fair value as of December 31, 2020:

		<u>Fair value measurements at report date using</u>		
		<u>Quoted prices</u>		
		<u>in active</u>	<u>Significant</u>	<u>Significant</u>
		<u>markets for</u>	<u>other</u>	<u>unobservable</u>
		<u>identical</u>	<u>unobservable</u>	<u>unobservable</u>
	<u>December 31,</u>	<u>assets</u>	<u>inputs</u>	<u>inputs</u>
	<u>2020</u>	<u>(Level 1)</u>	<u>(Level 2)</u>	<u>(Level 3)</u>
Cash equivalents	\$ 2,732,000	2,732,000	—	—
U.S. government and agency obligations	—	—	—	—
Common stocks	72,716,000	72,716,000	—	—
Mutual funds - fixed income	59,903,000	59,903,000	—	—
Mutual funds	133,010,000	133,010,000	—	—
Total	\$ 268,361,000	268,361,000	—	—

The following table sets forth by level, within the fair value hierarchy, the pension plan's assets at fair value as of December 31, 2019:

		<u>Fair value measurements at report date using</u>		
		<u>Quoted prices</u>		
		<u>in active</u>	<u>Significant</u>	<u>Significant</u>
		<u>markets for</u>	<u>other</u>	<u>unobservable</u>
		<u>identical</u>	<u>unobservable</u>	<u>unobservable</u>
	<u>December 31,</u>	<u>assets</u>	<u>inputs</u>	<u>inputs</u>
	<u>2019</u>	<u>(Level 1)</u>	<u>(Level 2)</u>	<u>(Level 3)</u>
Cash equivalents	\$ 7,457,000	7,457,000	—	—
U.S. government and agency obligations	13,679,000	—	13,679,000	—
Common stocks	60,102,000	60,102,000	—	—
Mutual funds - fixed income	46,367,000	46,367,000	—	—
Mutual funds	124,595,000	124,595,000	—	—
Total	\$ 252,200,000	238,521,000	13,679,000	—

The Company has established a Voluntary Employees Beneficiary Association Trust (VEBA) to fund an employee benefit plan covering medical and dental benefits. For the years ended December 31, 2020 and 2019, the Company contributed \$16,590,000 and \$15,183,000, respectively, to the VEBA.

The Company has established an employee savings plan under Section 401(k) of the Internal Revenue Code (the Code). Under this plan, employees are allowed to contribute a maximum of 75% of their base pay, subject to certain IRS limitations. The Company's matching contribution is equal to one-half of the employee's contribution up to a maximum of 6% of the employee's base pay. For the years ended December 31, 2020 and 2019, the Company contributed \$4,020,000 and \$3,768,000, respectively, to the 401(k) plan.

In 2019, with the freezing of the defined benefit pension plan effective December 31, 2018, the Company added to the defined contribution plan two additional benefits. Effective January 1, 2019, a Non-Elective Contribution (NEC) of 4% was given to all employees, except employees who are drawing a pension. NEC eligibility has an immediate entry date for employees age 18 or older. For the years ended December 31, 2020 and 2019, the Company contributed \$6,909,000 and \$6,214,000, respectively, to the 401(k) plan related to this benefit.

Also, in effect as of January 1, 2019, a Supplemental NEC of an additional 4% was given to employees who have been active ten plus years as of January 1, 2019 and not drawing a pension. This contribution will be given for five years. For the years ended December 31, 2020 and 2019, the Company expensed \$2,694,000 and \$2,600,000, respectively, related to the 4% contribution for ten year plus employees.

The Company has established a deferred compensation plan. The liability for the plan, aggregating \$39,028,000 and \$38,421,000 at December 31, 2020 and 2019, respectively, is recorded in other liabilities in the accompanying consolidated balance sheets. Total expense under these arrangements included in salaries and employee benefits was \$5,602,000 and \$3,695,000 for the years ended December 31, 2020 and 2019, respectively.

(13) Capital Adequacy

Quantitative measures established by regulation to ensure capital adequacy require the banks to maintain minimum amounts and ratios (set forth in the table below on a consolidated basis, amounts in thousands) of total and Tier 1 capital (as defined in the regulations) to risk-weighted assets, and of Tier 1 capital to average assets. At December 31, 2020, the Company met all capital requirements to which it is subject, and the Bank's capital position exceeded the regulatory definition of well-capitalized.

The Basel III minimum required ratios for well-capitalized banks (under prompt corrective action provisions) are 6.5% for Tier I common capital, 8.0% for Tier I capital, 10.0% for Total capital and 5.0% for the leverage ratio.

A summary of the Company's and its significant subsidiaries' (greater than \$1.0 billion in assets) capital ratios at December 31, 2020 and 2019 is as follows:

(in 000's)

	Actual		Minimum capital adequacy requirement		Well-capitalized requirement	
	Amount	Ratio	Amount	Ratio	Amount	Ratio
As of December 31, 2020:						
Total risk-based capital (to risk-weighted assets):						
Company	\$ 2,178,266	19.73%	\$ 883,086	8.00%	\$ —	—%
Central Bank of St. Louis	229,364	12.47	147,199	8.00	183,999	10.00
Central Trust Bank	258,519	16.01	129,179	8.00	161,474	10.00
Central Bank of Boone County	214,616	14.04	122,310	8.00	152,888	10.00
Central Bank of the Midwest	328,525	14.34	183,232	8.00	229,040	10.00
Central Bank of the Ozarks	163,933	13.56	96,716	8.00	120,895	10.00
Central Bank of Lake of the Ozarks	87,314	17.24	40,510	8.00	50,637	10.00
Tier 1 capital (to risk-weighted assets):						
Company	2,040,111	18.48	662,315	6.00	—	—
Central Bank of St. Louis	206,340	11.21	110,399	6.00	147,199	8.00
Central Trust Bank	239,208	14.81	96,884	6.00	129,179	8.00
Central Bank of Boone County	195,496	12.79	91,733	6.00	122,310	8.00
Central Bank of the Midwest	302,809	13.22	137,424	6.00	183,232	8.00
Central Bank of the Ozarks	148,783	12.31	72,537	6.00	96,716	8.00
Central Bank of Lake of the Ozarks	80,952	15.99	30,382	6.00	40,510	8.00
Tier 1 common equity capital (to risk-weighted assets):						
Company	2,040,111	18.48	496,736	4.50	—	—
Central Bank of St. Louis	206,340	11.21	82,800	4.50	119,599	6.50
Central Trust Bank	239,208	14.81	72,663	4.50	104,958	6.50
Central Bank of Boone County	196,496	12.79	68,800	4.50	99,377	6.50
Central Bank of the Midwest	302,809	13.22	103,068	4.50	148,876	6.50
Central Bank of the Ozarks	148,783	12.31	54,403	4.50	78,582	6.50
Central Bank of Lake of the Ozarks	80,952	15.99	22,787	4.50	32,914	6.50
Tier 1 capital (to average assets):						
Company	2,040,111	11.73	695,435	4.00	—	—
Central Bank of St. Louis	206,340	9.12	90,527	4.00	113,158	5.00
Central Trust Bank	239,208	7.11	134,559	4.00	168,199	5.00
Central Bank of Boone County	195,496	7.84	99,781	4.00	124,726	5.00
Central Bank of the Midwest	302,809	8.78	137,896	4.00	172,370	5.00
Central Bank of the Ozarks	148,783	8.75	68,025	4.00	85,031	5.00
Central Bank of Lake of the Ozarks	80,952	8.04	40,256	4.00	50,320	5.00

(in 000's)

	Actual		Minimum capital adequacy requirement		Well-capitalized requirement	
	Amount	Ratio	Amount	Ratio	Amount	Ratio
As of December 31, 2019:						
Total risk-based capital (to risk-weighted assets):						
Company	\$ 1,976,636	17.98%	\$ 879,384	8.00%	\$ —	—%
Central Bank of St. Louis	223,106	12.60	141,655	8.00	177,069	10.00
Central Trust Bank	214,421	13.87	123,712	8.00	154,641	10.00
Central Bank of Boone County	194,099	13.20	117,625	8.00	147,032	10.00
Central Bank of the Midwest	222,095	11.52	154,210	8.00	192,762	10.00
Central Bank of the Ozarks	147,002	12.64	93,071	8.00	116,339	10.00
Central Bank of Lake of the Ozarks	75,291	14.42	41,776	8.00	52,220	10.00
Tier 1 capital (to risk-weighted assets):						
Company	1,842,162	16.76	659,538	6.00	—	—
Central Bank of St. Louis	200,963	11.35	106,241	6.00	141,655	8.00
Central Trust Bank	197,341	12.76	92,784	6.00	123,712	8.00
Central Bank of Boone County	175,719	11.95	88,219	6.00	117,625	8.00
Central Bank of the Midwest	202,939	10.53	115,657	6.00	154,210	8.00
Central Bank of the Ozarks	132,441	11.38	69,804	6.00	93,071	8.00
Central Bank of Lake of the Ozarks	68,741	13.16	31,332	6.00	41,776	8.00
Tier 1 common equity capital (to risk-weighted assets):						
Company	1,835,460	16.70	494,653	4.50	—	—
Central Bank of St. Louis	200,963	11.35	79,681	4.50	115,095	6.50
Central Trust Bank	197,341	12.76	69,588	4.50	100,516	6.50
Central Bank of Boone County	175,719	11.95	66,164	4.50	95,571	6.50
Central Bank of the Midwest	202,939	10.53	86,743	4.50	125,293	6.50
Central Bank of the Ozarks	132,441	11.38	52,353	4.50	75,621	6.50
Central Bank of Lake of the Ozarks	68,741	13.16	23,499	4.50	33,943	6.50
Tier 1 capital (to average assets):						
Company	1,842,162	13.13	561,274	4.00	—	—
Central Bank of St. Louis	200,963	10.62	75,704	4.00	94,630	5.00
Central Trust Bank	197,341	7.43	106,188	4.00	132,736	5.00
Central Bank of Boone County	175,719	8.46	83,070	4.00	103,837	5.00
Central Bank of the Midwest	202,939	11.27	72,010	4.00	90,013	5.00
Central Bank of the Ozarks	132,441	9.51	55,714	4.00	69,642	5.00
Central Bank of Lake of the Ozarks	68,741	13.16	31,270	4.00	39,087	5.00

(14) Leasing

Effective for 2019, the Company adopted ASU 2016-02, which required premises and equipment leased to be recorded as right to use assets with a corresponding lease liability. Leases are recorded at market values at the inception of the lease and may contain escalations based on indexes tied to the consumer price index or other factors for an increase in the amount of the lease payment. Escalators are included in valuing of right to use assets under certain conditions. Lease value cash flows are discounted to present value in recording the right to use asset based on Federal Home Loan Bank advance rates. The Company has made the election not to separate lease and non-lease components for existing real estate leases when determining consideration within the lease contract. All of the Company's lease agreements are classified as operating leases under ASC 842. Application of the new standard resulted in an \$180,000 charge to the opening balance of undivided profits net of tax as of January 1, 2019, due to the Company adopting the transition using the effective date as the date of initial application allowed by the new standard.

As of December 31, 2020 and 2019, the Company's assets included right to use assets that had a weighted average lease term remaining of 27.6 years and 28.2 years and a weighted average discount rate of 3.7% and 3.8%, respectively. Operating lease cost recorded in occupancy and equipment expense amounted to \$3,370,000 and \$3,191,000 in 2020 and 2019, respectively. Operating cash flows from operating leases were \$3,171,000 and \$2,974,000 in 2020 and 2019, respectively. As of December 31, 2020 and 2019, the right to use assets, reported within premises and equipment, net, totaled \$34,159,000 and \$34,696,000, respectively.

The lease liability, reported within other liabilities, recognized on the Company's financial statements as of December 31, 2020 and 2019 totaled \$34,837,000 and \$35,173,000, respectively.

As of December 31, 2020, undiscounted operating lease liabilities are scheduled to mature as follows:

Year	
2021	\$3,114,403
2022	2,950,873
2023	2,832,519
2024	2,737,105
2025	2,301,904
Thereafter	43,867,215

Operating expense and short-term lease costs totaled \$3,672,000 and \$3,600,000 in 2020 and 2019, respectively. Amortization of right to use assets charged to operating expense was approximately \$2,090,000 and \$1,860,000 in 2020 and 2019, respectively, and is included in net occupancy and equipment expense on the consolidated statements of income.

(15) Litigation

The Company and its subsidiaries are defendants in various claims, legal actions, and complaints arising in the ordinary course of business. In the opinion of management, after consultation with legal counsel, all such matters are adequately covered by insurance or reserves recorded by management or are of such nature that the unfavorable disposition of any, or all, such matters would not have a material adverse effect on the financial position of the Company.

(16) Fair Value Disclosures

Fair Value Hierarchy

The Company uses fair value measurements to record fair value adjustments to certain financial and nonfinancial assets and liabilities and to determine fair value disclosures. Various financial instruments such as available-for-sale and trading securities are recorded at fair value on a recurring basis. Additionally, from time to time, the Company may be required to record at fair value other assets and liabilities on a nonrecurring basis, such as loans, loans held for sale, mortgage servicing rights, and certain other investment securities. These nonrecurring fair value adjustments typically involve lower of cost or market accounting, or write-downs of individual assets.

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Depending on the nature of the asset or liability, the Company uses various valuation techniques and assumptions when estimating fair value, which are in accordance with ASC 820. ASC 820 establishes a three-level valuation hierarchy for disclosure of fair value measurements. The valuation hierarchy is based upon the transparency of inputs to the valuation of an asset or liability as of the measurement date. The three levels are defined as follows:

- Level 1 – inputs to the valuation methodology are quoted prices (unadjusted) for identical assets or liabilities in active markets.
- Level 2 – inputs to the valuation methodology include quoted prices for similar assets and liabilities in active markets, and inputs that are observable for the assets or liabilities, either directly or indirectly (such as interest rates, yield curves, and prepayment speeds).

- Level 3 – inputs to the valuation methodology are unobservable and *significant to the fair value*. These may be internally developed, using the Company’s best information and assumptions that a market participant would consider.

When determining the fair value measurements for assets and liabilities required or permitted to be recorded or disclosed at fair value, the Company considers the principal or most advantageous market in which it would transact and considers assumptions that market participants would use when pricing the asset or liability. When possible, the Company looks to active and observable markets to price identical assets or liabilities. When identical assets and liabilities are not traded in active markets, the Company looks to market observable data for similar assets and liabilities.

Valuation Methods for Instruments Measured at Fair Value on a Recurring Basis

The following table presents assets and liabilities measured at fair value on a recurring basis (including items that are required to be measured at fair value) at December 31, 2020 and December 31, 2019.

		Fair value measurements at report date using		
	Fair Value December 31, 2020	Quoted prices in active markets for identical assets (Level 1)	Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)
Assets:				
Loans held for sale	\$ 137,695,000	137,695,000	—	—
Available-for-sale investment securities:				
Money market	2,784,000	2,784,000	—	—
U.S. treasuries	866,472,000	866,472,000	—	—
Agencies	1,639,647,000	—	1,639,647,000	—
Fixed rate MBS pools	894,430,000	—	894,430,000	—
Floating rate and hybrid ARM				
MBS pools	163,605,000	—	163,605,000	—
SBA pools	298,666,000	—	298,666,000	—
Fixed rate CMOs	707,588,000	—	707,588,000	—
Floating rate CMOs	516,871,000	—	516,871,000	—
Tax-exempt municipal bonds	88,606,000	—	88,606,000	—
Taxable municipal bonds	16,124,000	—	16,124,000	—
Corporates	131,008,000	—	131,008,000	—
Equity investments	58,368,000	4,500,000	53,868,000	—
Trading securities:				
Tax-exempt municipal bonds	216,000	—	216,000	—
Derivatives *	29,680,000	—	29,680,000	—
Total assets	\$ 5,551,760,000	1,011,451,000	4,540,309,000	—
Liabilities:				
Derivatives *	\$ 24,045,000	—	24,045,000	—
Total liabilities	\$ 24,045,000	—	24,045,000	—

* The fair value of each class of derivative is shown in Note 19.

		Fair value measurements at report date using		
		Quoted prices in active markets for identical assets (Level 1)	Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)
	Fair Value December 31, 2019			
Assets:				
Available-for-sale investment securities:				
Money market	\$ 1,881,000	1,881,000	—	—
U.S. treasuries	357,623,000	357,623,000	—	—
Agencies	819,104,000	—	819,104,000	—
Fixed rate MBS pools	418,933,000	—	418,933,000	—
Floating rate and hybrid ARM				
MBS pools	265,784,000	—	265,784,000	—
SBA pools	290,083,000	—	290,083,000	—
Fixed rate CMOs	448,715,000	—	448,715,000	—
Floating rate CMOs	315,234,000	—	315,234,000	—
Tax-exempt municipal bonds	126,850,000	—	126,850,000	—
Taxable municipal bonds	53,757,000	—	53,757,000	—
Corporates	422,956,000	—	422,956,000	—
Equity investments	55,322,000	4,957,000	50,365,000	—
Trading securities:				
Tax-exempt municipal bonds	108,000	—	108,000	—
Total	\$ 3,576,350,000	364,461,000	3,211,889,000	—

Following is a description of the Company's valuation methodologies used for instruments measured at fair value on a recurring basis:

Available-for-Sale Investment Securities

Available-for-sale securities are accounted for in accordance with ASC 320, with changes in fair value recorded in accumulated other comprehensive income (loss). This portfolio comprises the majority of the assets the Company records at fair value. Most of the portfolio, which includes federal agency, mortgage-backed, and asset-backed securities, are priced utilizing industry-standard models that consider various assumptions, including time value, yield curves, volatility factors, prepayment speeds, default rates, loss severity, current market and contractual prices for the underlying financial instruments, as well as other relevant economic measures. Substantially all of these assumptions are observable in the marketplace, can be derived from observable data, or are supported by observable levels at which transactions are executed in the marketplace.

Municipal and corporate securities are valued using a type of matrix, or grid pricing in which securities are benchmarked against the treasury rate based on credit rating. These model and matrix measurements are classified as Level 2 in the fair value hierarchy. Where quoted prices are available in an active market, the measurements are classified as Level 1. Most of the Level 1 measurements apply to exchange-traded equities.

The estimated fair value of the Company's equity securities is based on bid prices published in financial newspapers or bid quotations received from security dealers. Stocks which trade infrequently are classified as Level 2.

Trading Securities

The majority of the securities in the Company's trading portfolios are priced by averaging several broker quotes for identical instruments, and are classified as Level 2 measurements.

Loans Held for Sale

Loans held for sale are carried at fair value. The portfolio consists primarily of residential real estate loans that are originated with the intent to sell. The Company contracts to sell the loans to the FHLMC, FNMA, and other private investors. Fair value measurements on these loans held for sale are based on quoted market prices for similar loans in the secondary market and are classified as Level 2. No write-down was necessary at December 31, 2020 and 2019.

Derivatives

The Company's derivative instruments include interest rate swaps, interest rate lock commitments (IRLC) and TBA contracts for hedging our mortgage loan pipeline. Valuations for interest rate swaps are derived from a proprietary model whose significant inputs are readily observable market parameters, primarily yield curves used to calculate current exposure. The results of the model are constantly validated through comparison to active trading in the marketplace. The fair value measurements of interest rate swaps and floors are classified as Level 2 due to the observable nature of the significant inputs utilized. Derivatives relating to residential mortgage loan sale activity include commitments to originate mortgage loans held for sale, forward loan sale contracts, and forward commitments to sell TBA securities. The fair values of loan commitments and sale contracts are estimated using quoted market prices for loans similar to the underlying loans in these instruments. The valuations of loan commitments are further adjusted to include embedded servicing value and the probability of funding. These assumptions are considered Level 2 inputs and are significant to the loan commitment valuation; accordingly, the measurement of loan commitments is classified as Level 2. The fair value measurement of TBA contracts is based on security prices published on trading platforms and is classified as Level 2.

Valuation Methods for Instruments Measured at Fair Value on a Nonrecurring Basis

Following is a description of the Company's valuation methodologies used for other financial instruments measured at fair value on a nonrecurring basis:

Mortgage Servicing Rights

The Company initially measures its mortgage servicing rights at fair value, and amortizes them over the period of estimated net servicing income. They are periodically assessed for impairment based on fair value at the reporting date. Mortgage servicing rights do not trade in an active market with readily observable prices. Accordingly, the fair value is estimated based on a valuation model, which calculates the present value of estimated future net servicing income. The model incorporates assumptions that market participants use in estimating future net servicing income, including estimates of prepayment speeds, market discount rates, cost to service, float earnings rates, and other ancillary income, including late fees. The fair value measurements are classified as Level 3. A fair value adjustment of \$267,000 was recorded on the mortgage servicing rights at December 31, 2020.

Collateral Dependent Impaired Loans

While the overall portfolio is not carried at fair value, adjustments are recorded on certain loans to reflect partial write-downs that are based on the value of the underlying collateral. In determining the value of real

estate collateral, the Company relies on external appraisals and assessment of property values by its internal staff. In the case of non-real estate collateral, reliance is placed on a variety of sources, including external estimates of value and judgments based on the experience and expertise of internal specialists.

Because many of these inputs are not observable, the measurements are classified as Level 3. The carrying value of these impaired loans and the allowance related to these loans was \$26.7 million and \$.7 million at December 31, 2020 and \$35.7 million and \$.9 million at December 31, 2019, respectively. Impaired loans carried at fair value were \$26 million at December 31, 2020 and \$34.8 million at December 31, 2019.

Foreclosed Assets

Foreclosed assets consist of loan collateral, which has been repossessed through foreclosure. This collateral is comprised of commercial and residential real estate and other non-real estate property. Foreclosed assets are recorded as held for sale initially at the lower of the loan balance or fair value of the collateral less estimated selling costs. Subsequent to foreclosure, valuations are updated periodically, and the assets may be marked down further, reflecting a new cost basis. Fair value measurements may be based upon appraisals, third-party price opinions, or internally developed pricing methods. These measurements are classified as Level 3.

Fair Value of Financial Instruments

The carrying amounts and estimated fair values of financial instruments held by the Company, in addition to a discussion of the methods used and assumptions made in computing the estimates, are set forth below.

Cash and Due from Banks, Short-term Interest-Bearing Deposits, Federal Funds Sold and Securities Purchased Under Agreement to Resell, and Accrued Interest Receivable

The carrying amounts for cash and due from banks, short-term interest-bearing deposits, and federal funds sold, and securities purchased under agreements to resell, and accrued interest receivable approximate fair value because they mature in 90 days or less and do not present unanticipated credit concerns.

Time Deposits

The fair value of time deposits is based on the discounted value of cash flows. Discount rates are based on the Company's approximate cost of obtaining similar maturity funding in the market. Their fair value measurement is classified as Level 3.

Investment Securities

The estimated fair value of the Company's debt and equity securities is based on bid prices published in financial newspapers or bid quotations received from security dealers. The fair value of certain state and municipal securities that are not available through market sources is based on quoted market prices of similar instruments.

Loans

The estimated fair value of the Company's loan portfolio is based on the segregation of loans by type—commercial, residential mortgage, and consumer. Each loan category is further segmented into fixed and adjustable-rate interest categories. In estimating the fair value of each category of loan, the carrying amount of the loan is reduced by an allocation of the allowance for loan losses. Such allocation is based on management's loan classification system, which is designed to measure the credit risk inherent in each classification category.

The estimated fair value for variable rate loans is the carrying value of such loans, reduced by an allocation of the allowance for loan losses based on management's loan classification system.

The estimated fair value of fixed-rate loans is calculated by discounting the scheduled cash flows for each loan category – commercial, residential real estate, and consumer. The cash flows through maturity for each category of fixed-rate loans are aggregated for each of the Company's subsidiary banks. Prepayment estimates for residential real estate and installment consumer loans are based on estimates for similar instruments in the secondary market with similar maturity schedules and interest rates. Estimated credit losses affecting the scheduled cash flows have been reflected as a reduction in the scheduled cash flows in the discounting model. Discount rates used for each loan category of fixed rate loans represent rates the Company believes are reflective of what the Company could sell loans for based on market conditions and the Company's assessment of credit quality.

Deposits

The fair value of deposits with no stated maturity is equal to the amount payable on demand. Such deposits include savings and interest and non-interest-bearing demand deposits. The fair value of demand deposits does not include the benefit that results from the low-cost funding provided by deposit liabilities compared to the cost of borrowing funds in the market. Because they are payable on demand, they are classified as Level 1 in the fair value hierarchy. The fair value of time deposits is based on the discounted value of cash flows. Discount rates are based on the Company's approximate cost of obtaining similar maturity funding in the market. Their fair value measurement is classified as Level 3.

Federal Funds Purchased and Securities Sold Under Agreements to Repurchase

The estimated fair value of federal funds purchased and securities sold under agreements to repurchase approximate their carrying values because of the short-term nature of these borrowings.

Trust Preferred Securities and Accrued Interest Payable

The estimated fair value of Trust Preferred Securities of the Company is determined by discounting the contractual cash flows using discount rates for similar instruments currently being offered. The estimated fair value of accrued interest payable approximates the carrying value because of the short term nature of the liability.

The estimated fair values of the Company's financial instruments are as follows:

	December 31, 2020			
	Carrying amount	Level 1	Estimated Fair Value Level 2	Level 3
Financial Assets				
Cash and due from banks and short-term interest bearing deposits	\$ 1,813,853,000	1,813,853,000	—	—
Interest bearing deposits	28,679,000	—	—	28,763,000
Federal funds sold and securities purchased under agreements to resell	10,238,000	10,238,000	—	—
Investment securities (1)				
Available for sale	5,325,801,000	869,255,000	4,456,546,000	—
Held to maturity	29,569,000	—	29,569,000	—
Equity	58,368,000	4,500,000	53,868,000	—
Trading	216,000	—	216,000	—
Loans (2)				
Commercial loans	7,814,728,000	—	—	7,847,971,000
Real estate loans	1,025,642,000	—	—	1,047,472,000
Individual loans	1,249,191,000	—	—	1,237,138,000
Loans held for sale	137,695,000	137,695,000	—	—
Derivatives	29,680,000	—	29,680,000	—

December 31, 2019				
	Carrying amount	Level 1	Estimated Fair Value Level 2	Level 3
Financial Assets				
Cash and due from banks and short-term interest bearing deposits	\$ 927,015,000	927,015,000	—	—
Interest bearing deposits	60,220,000	—	—	60,654,000
Federal funds sold and securities purchased under agreements to resell	200,831,000	200,831,000	—	—
Investment securities (1)				
Available for sale	3,520,920,000	359,504,000	3,161,416,000	—
Held to maturity	57,222,000	—	57,443,000	677,354
Equity	55,322,000	4,957,000	50,365,000	—
Trading	108,000	—	108,000	—
Loans (2)				
Commercial loans	7,003,980,000	—	—	6,996,640,000
Real estate loans	1,022,572,000	—	—	1,030,294,000
Individual loans	1,245,253,000	—	—	1,248,514,000
Loans held for sale	70,339,000	—	70,339,000	—
Derivatives	6,267,000	—	6,267,000	—

December 31, 2020				
	Carrying amount	Estimated Fair Value Level 1	Level 2	Level 3
Financial Liabilities				
Noninterest-bearing demand	\$ 5,345,070,000	5,345,070,000	—	—
Savings and interest-bearing demand	7,555,475,000	7,555,475,000	—	—
Time deposits	1,490,779,000	—	—	1,485,598,000
Total deposits	\$ 14,391,324,000	12,900,545,000	—	1,485,598,000
Federal funds purchased and securities sold under agreements to repurchase	\$ 1,315,747,000	1,315,747,000	—	—
Trust Preferred Securities & other borrowed funds	5,000,000	5,000,000	—	—
Accrued interest payable	2,337,000	2,337,000	—	—
Derivatives	24,045,000	—	24,045,000	—

December 31, 2019				
	Carrying amount	Estimated Fair Value		
		Level 1	Level 2	Level 3
Financial Liabilities				
Noninterest-bearing demand	\$ 3,739,782,000	3,739,782,000	—	—
Savings and interest-bearing demand	6,197,083,000	6,197,083,000	—	—
Time deposits	1,630,052,000	—	—	1,626,809,000
Total deposits	\$ 11,566,917,000	9,936,865,000	—	1,626,809,000
Federal funds purchased and securities sold under agreements to repurchase	\$ 1,022,348,000	1,022,348,000	—	—
Trust Preferred Securities	6,702,000	6,702,000	—	—
Accrued interest payable	4,960,000	4,960,000	—	—
Derivatives	6,467,000	—	6,467,000	—

Limitations

Fair value estimates are made at a specific point in time based on relevant market information and information about the financial instruments. These estimates do not reflect any premium or discount that could result from offering for sale at one time the Company's entire holdings of a particular financial instrument. Because no market exists for a significant portion of the Company's financial instruments, fair value estimates are based on judgments regarding future loss experience, current economic conditions, risk characteristics of various financial instruments, and other factors. These estimates are subjective, involve uncertainties and cannot be determined with precision. Changes in assumptions could significantly affect the estimates.

(17) Accumulated Other Comprehensive Loss

The table below shows the activity and accumulated balances for components of other comprehensive loss.

	Unrealized Gains/Losses on AFS Securities	Pension Plan	Total
Balance December 31, 2018	\$ (11,571,000)	(54,921,000)	(66,492,000)
Other comprehensive			
income (loss) before reclassifications	21,864,000	(10,332,000)	11,532,000
Amounts reclassified from accumulated			
other comprehensive loss	(14,000)	0	(14,000)
Current period other comprehensive			
income (loss), before tax	21,850,000	(10,332,000)	11,518,000
Income tax (expense) benefit	(5,465,000)	1,277,000	(4,188,000)
Current period other comprehensive			
income (loss), net of tax	16,385,000	(9,055,000)	7,330,000
Balance December 31, 2019	\$ 4,814,000	(63,976,000)	(59,162,000)
Other comprehensive			
income (loss) before reclassifications	\$ 24,534,000	(13,322,000)	11,212,000
Amounts reclassified from accumulated			
other comprehensive loss	(30,000)	0	(30,000)
Current period other comprehensive			
income (loss), before tax	24,504,000	(13,322,000)	11,182,000
Income tax (expense) benefit	(5,849,000)	3,176,000	(2,673,000)
Current period other comprehensive			
income (loss), net of tax	18,655,000	(10,146,000)	8,509,000
Balance December 31, 2020	\$ 23,469,000	(74,122,000)	(50,653,000)

(18) Acquisitions

Liberty Bancorp, Inc.

On August 1, 2019, the Company acquired Liberty Bancorp, Inc. (LBI) located in Liberty, Missouri and its 100% owned subsidiary BankLiberty. The purchase was a cash transaction resulting in the purchase of 100% of the common stock of LBI.

BankLiberty operates as a retail and commercial bank within a 13 branch network in Liberty, Missouri and the surrounding area. Total bank assets at the acquisition date were \$533 million with loans of \$411 million and deposits of \$458 million. Subsequent to the merger, on December 6, 2019, BankLiberty was merged into Central Bank of the Midwest, a subsidiary of the Company located in the Kansas City, Missouri area. Also, the borrowed funds and subordinated debt of BankLiberty were paid off at the time of the merger into Central Bank of the Midwest.

Goodwill of \$43.9 million was recorded with the purchase of LBI. The goodwill recorded is not tax deductible. A summary of the historical balances acquired and the adjustments to arrive at fair value follows:

	LBI August 1, 2019	Fair Value Adjustments	Fair Value
Assets			
Cash and due from banks	\$ 8,529,000	—	8,529,000
Due from banks interest bearing	57,274,000	—	57,274,000
Investment securities	13,011,000	21,000	13,032,000
Loans	411,389,000	757,000	406,175,000
		(5,971,000)	
Allowance for loan loss	(5,143,000)	5,143,000	—
Premises and equipment	14,257,000	(1,915,000)	12,342,000
Other real estate owned	4,457,000	(2,237,000)	2,220,000
Bank owned life insurance	19,927,000	—	19,927,000
Goodwill	3,927,000	(3,927,000)	—
Core deposit intangible	1,993,000	(1,993,000)	10,292,000
		10,292,000	
Other assets	3,790,000	2,047,000	3,402,000
		(2,435,000)	
Total assets	\$ 533,411,000	(218,000)	533,193,000
Liabilities and equity			
Non-interest bearing demand	\$ 124,036,000	—	124,036,000
Interest bearing demand and savings	270,964,000	—	270,964,000
Time deposits	63,642,000	—	63,642,000
Total deposits	458,642,000	—	458,642,000
Fed funds and repurchase agreements	4,226,000	—	4,226,000
Other borrowed funds	3,500,000	—	3,500,000
Subordinated debt	2,504,000	1,105,000	3,609,000
Other liabilities	4,493,000	—	4,493,000
Total liabilities	473,365,000	1,105,000	474,470,000
Equity	60,046,000	(60,046,000)	—
Total liabilities and equity	\$ 533,411,000	(58,941,000)	474,470,000
Net acquired fair value			58,723,000
Purchase price			102,646,000
Goodwill			43,923,000

During 2020, the Company finalized the valuation resulting in the adjustments to state the balance sheet at fair value which reduced goodwill.

The Company's operating results from August 1, 2019 include the operating results of the acquired assets and liabilities of BankLiberty.

Platte County Bancorporation Inc.

On December 2, 2019, the Company acquired Platte County Bancorporation Inc. (PCBI) located in Platte City, Missouri and its 100% owned subsidiary Platte Valley Bank of Mo. (PVBM). The purchase was a cash transaction resulting in the purchase of 100% of the common stock of PCBI.

PVBM operates as a retail and commercial bank within a 9 branch network in Platte City, Missouri and the surrounding area. Total assets acquired were \$599 million, loans were \$448 million and deposits amounted to \$528 million. As of year-end 2019, PVBM was operating as a subsidiary of the Company. In the second quarter of 2020, PVBM was merged into Central Bank of the Midwest.

Goodwill of \$45.9 million was recorded with the purchase of PCBI. The goodwill recorded is tax deductible. A summary of the historical balances acquired and the adjustments to arrive at fair value follows:

	PCBI December 2, 2019	Fair Value Adjustments	Fair Value
Assets			
Cash and due from banks	\$ 5,709,000	—	5,709,000
Due from banks interest bearing	38,384,000	—	38,384,000
Investment securities	92,135,000	183,000	92,318,000
Loans	447,924,000	(4,156,000)	443,768,000
Allowance for loan loss	(5,463,000)	5,463,000	—
Premises and equipment	12,802,000	(641,000)	12,161,000
Goodwill	178,000	(178,000)	—
Core deposit intangible	—	10,206,000	10,206,000
Other assets	7,081,000	—	7,081,000
Total assets	<u>\$ 598,750,000</u>	<u>10,877,000</u>	<u>609,627,000</u>
Liabilities and equity			
Non-interest bearing demand	\$ 159,197,000	—	159,197,000
Interest bearing demand and savings	270,633,000	—	270,633,000
Time deposits	98,053,000	335,000	98,388,000
Total deposits	<u>527,883,000</u>	<u>335,000</u>	<u>528,218,000</u>
Fed funds and repurchase agreements	9,536,000	—	9,536,000
Subordinated debt	6,702,000	—	6,702,000
Other liabilities	2,714,000	—	2,714,000
Total liabilities	<u>546,835,000</u>	<u>335,000</u>	<u>547,170,000</u>
Equity	<u>51,915,000</u>	<u>(51,731,000)</u>	<u>184,000</u>
Total liabilities and equity	<u>\$ 598,750,000</u>	<u>(51,396,000)</u>	<u>547,354,000</u>
Net acquired fair value			62,273,000
Purchase price			<u>108,203,000</u>
Goodwill			<u>45,930,000</u>

During 2020, the Company finalized the valuation resulting in the adjustments to state the balance sheet at fair value which increased the goodwill.

The Company's operating results from December 2, 2019 include the operating results of the acquired assets and liabilities of PCBI and PVBK.

The following was the process used to determine the fair value amounts:

- 1) For cash and due from banks, due from banks interest bearing, bank owned life insurance, other assets, and other liabilities – historical balances as of the acquisition date were used for opening fair value balances.
- 2) Investment securities are adjusted to market value at acquisition date.
- 3) The fair value of the loan portfolio was determined by calculating the future cash flows associated with the loans factoring in amortization schedules, prepayments, defaults, current interest rates relative to the loan rates, and other factors discounted back to present value in determining the fair value as of the acquisition date.
- 4) The core deposit intangible was determined using an income approach as to the cost savings method which recognizes the cost savings represented by the expense of maintaining the core deposit base versus the cost of an alternative open market funding source by calculating the present value of the future benefit stream related to the acquired deposits.
- 5) Premise and equipment's fair value was determined by taking historical values and adjusting the values lower if the appraised value for individual assets were lower than historic values.
- 6) Time deposit fair value adjustment was determined by a present value calculation based upon current market rates for comparable time deposits.
- 7) Trust Preferred Securities are a floating rate instrument and therefore were brought over at book value.

The fair value for loans, core deposit intangible, and time deposits was determined by an independent third party.

(19) Derivative Instruments

Prior to August 2020, the Company's mortgage banking operation made commitments to extend fixed rate loans secured by 1-4 family residential properties, which are considered to be derivative instruments. These commitments have an average term of 60 to 90 days. The Company's general practice was to sell such loans in the secondary market. During the term of the loan commitment, the value of the loan commitment changes in inverse proportion to changes in market interest rates. The Company obtains forward sale contracts with investors in the secondary market in order to manage these risk positions. Most of the contracts are matched to a specific loan on a "best efforts" basis, in which the Company is obligated to deliver the loan only if the loan closes. Hedge accounting has not been applied to these activities. The unrealized gain on the forward sales contracts, which has not been recognized in the Company's consolidated statements of income given its insignificance, amounted to \$332,000 and \$323,000 for the years ended December 31, 2020 and 2019, respectively.

In August 2020, the Company changed its mortgage banking operation for originating loans (interest rate locks) to be sold into the secondary market. Under this new process, the Company does not enter into a commitment to sell these loans at the time of the interest rate lock but instead enters into an agreement to sell the loan(s) after funding. The Company enters into free-standing derivatives to protect against movement in interest rates once the loan commitment is entered into. These derivatives are in the form of commitments to sell to-be-announced (TBA) securities which move in value in the opposite direction of the

fixed rate loan commitments thereby economically protecting the Company from movement in interest rates during the period from the interest rate lock date to the date the loan is sold into the secondary market.

As of December 31, 2020, the amounts reflected in the Company's balance sheet in assets and liabilities for the value of the interest rate lock commitments, funded loans held for sale, and the corresponding commitments to sell the TBA securities were as follows:

		<u>Notional Value</u>	<u>Market Value</u>
Interest Rate Loan Commitments	\$	395,841,000	11,764,000
Loans Closed - Market Value Loans Held for Sale		111,247,000	3,261,000
TBA Derivative Value		457,500,000	(4,227,000)

The market value of the Loan Commitment Pipeline and the Loans Closed Held for Sale is net of expenses.

The Company maintains an overall interest rate risk management strategy that permits the use of derivative instruments to modify exposure to interest rate risk. The Company's interest rate risk management strategy includes the ability to modify the repricing characteristics of certain assets and liabilities so that changes in interest rates do not adversely affect the net interest margin and cash flows. Interest rate swaps may be used on a limited basis as part of this strategy. The Company also sells interest rate swap contracts to customers who wish to modify their interest rate sensitivity. The Company offsets the interest rate risk of these swaps by purchasing matching contracts with offsetting pay/receive rates from other financial institutions. These Back-to-Back swap contracts comprised a portion of the Company's swap portfolio at December 31, 2020 and 2019 with total notional amounts of \$438.1 million and \$332.9 million, respectively. The Company's "Back-to-Back" swaps are accounted for as free-standing derivatives, and changes in their fair value are recorded in current earnings.

The Company also employs the use of "Critical Terms" swaps. While this strategy does not directly involve customers of the banks, they are used to swap the interest rate structure of individual loans. By using Critical Terms, the bank is able to mark-to-market the loan as well. For derivatives designated and that qualify as fair value hedges, the gain or loss on the derivative as well as the offsetting loss or gain on the hedged item attributable to the hedged risk are recognized in earnings. The Company includes the gain or loss on the hedged items in the same line item as the offsetting loss or gain on the related derivatives. These structures had a notional amount of \$25.3 million, with a fair value of \$(1,902,000) and \$24.3 million, with a fair value of (\$200,000) at December 31, 2020 and 2019, respectively.

	<u>Derivative Assets</u>	<u>Derivative Liabilities</u>	<u>Derivative Assets</u>	<u>Derivative Liabilities</u>
	<u>12/31/20</u>	<u>12/31/20</u>	<u>12/31/19</u>	<u>12/31/19</u>
Back to back swaps \$	17,916,000	(17,916,000)	6,018,000	(6,018,000)
Fair value hedges		(1,902,000)	249,000	(449,000)

(20) Revenue Recognition

Revenue should be recognized to reflect the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. Revenue from financial instruments, including revenue from loans and securities, is not included within this guidance. Noninterest revenue items that are subject to this guidance mainly include fees for bank card, trust, deposit account services, and consumer brokerage services and are discussed below and summarized in the table that follows.

Fees for Fiduciary Services

Trust and asset management income is primarily comprised of fees earned from the management and administration of trusts, settlement of estates, and other similar duties where Central Trust Company serves in a fiduciary capacity. The Company's performance obligation is generally satisfied over time and the resulting fees are recognized monthly, based upon the average monthly value of the assets under management and the applicable fee rate or otherwise as negotiated as a fee for service. Other transactional-based services, including but not limited to, tax return preparation and financial planning are available. The performance obligation for these services is generally satisfied and related revenue recognized, at the completion of the service.

Deposit Accounts and Other Fees

Service charges on deposit accounts consist of account analysis fees (i.e., net fees earned on analyzed business and public checking accounts), monthly service fees, check orders, and other deposit account related fees. The Company's performance obligation for account analysis and monthly service fees is generally satisfied, and the related revenue recognized, when the service is provided and received immediately or in the following month.

The Company provides corporate cash management services to its business customers to meet their various transaction processing needs. Such services include deposit and check processing, lockbox, remote deposit, reconciliation, online banking, and other similar transaction processing services. The Company maintains unit prices for each type of service, and the customer is billed based on transaction volumes processed monthly.

Overdraft fees are charged to customers when daily checks and other withdrawals to customers' accounts exceed balances on hand. The daily overdraft charge is calculated and the fee is posted to the customer's account each day.

Other deposit related fees such as check orders, foreign ATM processing fees, stop payment fees, and cashier's checks are largely transactional based, and therefore, the Company's performance obligation is satisfied, and related revenue recognized, when the transaction is processed.

Bankcard Transaction Fees

Fees, exchange, and other service charges are primarily comprised of debit and credit card income, ATM fees, merchant services income, and other service charges. Debit and credit card income is primarily comprised of interchange fees earned whenever the Company's debit and credit cards are processed through card payment networks such as MasterCard. The fees earned are established by the settlement network and are dependent on the type of transaction processed but are typically based on a per unit charge. Interchange income is settled daily through the networks.

Consumer Brokerage Services

Consumer brokerage services revenue is comprised of commissions received upon the execution of purchases and sales of mutual fund shares and equity securities, in addition to certain limited insurance products in an agency capacity. Also, fees are earned on managed advisory programs. Payment from the customer is upon settlement for purchases and sales of securities, upon purchase for annuities and insurance products, and upon inception of the service period for advisory programs.

Other Non-Interest Income from Contracts with Customers

Other non-interest income consists mainly of gains on foreclosed assets as well as bank premises and equipment. Performance obligations for these services consist mainly of the execution of transactions for sale of various properties. Fees from these revenue sources are recognized when the performance obligation is completed, at which time cash is received by the Company.

	<u>2020</u>	<u>2019</u>
Service charges and commissions		
Deposit account and other fees	\$40,256,000	40,963,000
Other non-ASC 606 revenue	<u>9,744,000</u>	<u>9,652,000</u>
	<u>\$50,000,000</u>	<u>50,615,000</u>
 Bankcard and merchant service fees		
Bankcard transaction fees	<u>\$56,246,000</u>	<u>47,913,000</u>
 Brokerage services		
Consumer brokerage service fees	<u>\$16,253,000</u>	<u>14,548,000</u>
 Fees for fiduciary services		
Fiduciary service fees	<u>\$32,841,000</u>	<u>30,739,000</u>
 Other		
Gain on sale of bank premises and equipment	\$ 469,000	566,000
Other non-ASC 606 revenue	<u>6,551,000</u>	<u>4,090,000</u>
	<u>\$ 7,020,000</u>	<u>4,656,000</u>

Company History

1970 Central Bancompany incorporates as a multi-bank holding company that includes The Central Trust Bank and Jefferson Bank of Missouri, both in Jefferson City, MO

1972 First National Bank of Clayton joins Central Bancompany

1973 Acquired – The Guaranty Trust Company, Clayton, MO

1974 Acquired – Boone County National Bank, Columbia, MO

1977 Acquired – First National Bank of Mexico, Mexico, MO

Deployed first automated teller machine (ATM)

1979 Acquired – City Bank & Trust Company, Moberly, MO

1980 Acquired – Empire Bank, Springfield, MO

1984 Reached **\$1 Billion** in Total Assets

1985 Central Trust Bank acquires Lake National Bank of Tuscumbia, Tuscumbia, MO

1986 Acquired – Bank of the Lake of the Ozarks, Osage Beach, MO

Launched Credit Card Division

1988 Central Bank of Lake of the Ozarks acquires Camden County Bank, Camden, MO

Acquired – Ozark Mountain Bank, Branson, MO

1991 Empire Bank acquires Nixa Bank, Nixa, MO

1992 Acquired – Third National Bank of Sedalia, Sedalia, MO

1993 Acquired – First National Bank of Lee's Summit, Lee's Summit, MO

Added our **50th** Location

1994 Boone County National Bank acquires South County Bank, Ashland, MO

FNB of Audrain County acquires Laddonia State Bank, Laddonia, MO

Launched InvestorServices, a full-service brokerage division

1995 FNB of Missouri (previously FNB of Lee's Summit) acquires First State Bank of Buckner, Buckner, MO

Empire Bank acquires Webster County Bank and Pleasant Hope Bank, Springfield, MO

1997 Acquired – Bank of Warrensburg, Warrensburg, MO and renamed First Central Bank

Acquired – Farmers & Traders Bank, California, MO

Boone County National Bank acquires Mercantile Bank of Boonville, Boonville, MO

1998 First Central Bank acquires Bank of Higginsville, Higginsville, MO

FNB of St. Louis (previously FNB of Clayton) acquires Colonial Bank, Des Peres, MO

Launched Internet Banking

1999 Acquired – Bank of Jacomo, Blue Springs, MO

Boone County National Bank acquires State Bank of Hallsville and Sturgeon State Bank, Boone County, MO

Central Trust Bank acquires Fulton Savings Bank, Fulton, MO

Farmers and Traders Bank, California, MO merges with Central Trust Bank, Jefferson City, MO

2000 Central Trust Bank acquires deposits from Union Planters Bank, California, MO

Reached **\$5 Billion** in Total Assets

2001 FNB of St. Louis acquires Mid America Bank of St. Clair County, O'Fallon, IL

Expanded into the State of 
 Added our **100th** Location

2004 Bank of Jacomo collapses into FNB of Missouri

Acquired – Community Bank and Trust Company, Tulsa, OK

First Central Bank acquires Higginsville, MO, branches of Bank Midwest

Expanded into the State of 

2007 The Guaranty Trust Company collapses into the Central Trust Company, Jefferson City, MO

Acquired – ONB Bank, Tulsa, OK
 Community Bank and Trust collapses into ONB Bank

Acquired – Metcalf Bank, Overland Park, KS

Acquired – First Kansas Bank & Trust Company, Gardner, KS

FNB of St. Louis acquires First National Bank of Millstadt, Millstadt, IL

Expanded into the State of 

2008 FNB of Missouri, First Kansas Bank, and Metcalf Bank merge with Metcalf Bank, the surviving name

Empire Bank acquires The Greene County Bank, Strafford, MO

First Central Bank acquires Bank of Holden, Holden, MO

2009 Metcalf Bank acquires, through purchase and assumption agreement, American Sterling Bank, Sugar Creek, MO

2009 Central Trust Company acquires Springfield Trust Company, Springfield, MO

Recognized by *Forbes* as being a TOP TEN bank in America

2010 Empire Bank acquires Citizens National Bank, Springfield, MO

2011 TNB of Sedalia acquires Union Savings Bank, Sedalia, MO

2012 Metcalf Bank acquires, through purchase and assumption agreement, Heartland Bank, Leawood, KS

Reached **\$10 Billion** in Total Assets

2013 Boone County National Bank acquires partial assets from Shelter Financial Bank, Columbia, MO

2014 Metcalf Bank acquires Bank of Belton, Belton, MO

FNB of Audrain County acquires the Vandalia branch from First State Community Bank

2015 Central Bank of the Midwest acquires Douglas County Bank, Lawrence, KS

Twelve of 13 charters are renamed under the **Central Bank** name

2017 Central Trust Bank and Central Bank of Lake of the Ozarks acquires Bank Star One, New Bloomfield, MO

Central Trust Bank creates Mortgage Central and opens offices in Colorado

Expanded into the State of 

2018 Full service branch opens in Colorado Springs, CO

2019 Central Bank of the Midwest acquires BankLiberty, Liberty, MO

Central Bank of the Midwest acquires Platte Valley Bank, Platte City, MO

2020 Surpassed **\$15 Billion** in Total Assets

Central Bancompany Directors & Senior Leadership

Board of Directors

S. Bryan Cook, *Chairman & Chief Executive Officer*

Robert M. Robuck, *Vice Chairman*

E. Stanley Kroenke, *President & CEO, The Kroenke Group*

Robert R. Hermann, Jr., *President & CEO, Hermann Companies, Inc.*

Charles E. Kruse, *President, Charles Kruse Farms, Inc.*

Richard H. McClure, *President (Retired), UniGroup, Inc.*

Michael K. Farmer, *President, Farmer Companies*

Edward D. "Chip" Robertson, Jr., *Attorney, Bartimus Frickleton Robertson Rader P.C.*

Charles Digges, Jr., *President, The Insurance Group - Columbia*

Senior Leadership

S. Bryan Cook, *Chairman & Chief Executive Officer*

John T. Ross, *President & Chief Operating Officer*

Robert M. Robuck, *Vice Chairman*

Stephen E. Erdel, *Vice Chairman*

Kenneth W. Littlefield, *Vice Chairman, Chief Administrative Officer and Chief Financial Officer*

Donald R. Perdue, *Senior Executive Vice President, Investments*

Russell L. Goldammer, *Executive Vice President, Chief Information Officer*

David P. Minton, *Executive Vice President, Mortgage Banking*

Gregory D. Omer, *Executive Vice President, Corporate Secretary & General Counsel*

David W. Roehl, *Executive Vice President, Chief Investment Officer*

Daniel G. Stephen, *Executive Vice President, Senior Credit Officer & Chief Risk Officer*

Daniel H. Westhues, *Executive Vice President, Chief Marketing Officer & Retail Banking*

Robert M. Carr, Jr., *Senior Vice President, Managing Director, Central Investment Advisors*

Christine K. Ellinger, *Senior Vice President, Chief Human Resources Officer*

Scott M. Kellett, *Senior Vice President, Trust and Asset Management*

Paul J. Kleffner, *Senior Vice President, Managing Director, Auditing*

Peter J. Langston, *Senior Vice President, Loan Review*

Lisa J. Pittman, *Senior Vice President, Controller*

Alan F. Stonum, *Senior Vice President, Managing Director, BankCard Services*

Shannon M. Thomason, *Senior Vice President, Chief Compliance Officer*

Matthew T. Tollerton, *Senior Vice President, Managing Director, Digital Banking*

Shawn D. Von Talge, *Senior Vice President, Mortgage Banking*

Brad T. Wastler, *Senior Vice President, Central Investment Advisors*



.... Shown here is the main facility from the Platte Valley Bank acquisition that occurred in 2019, and converted to Central Bank in 2020.

The Central Trust Bank

Joined Central Banccompany in 1970

President & CEO: David P. Minton • Branches: 15 • Employees: 569

In so many ways, 2020 was a challenge and as always, Central Bank responded.

Our Paycheck Protection Program (PPP) lending resulted in nearly \$100 million in volume, which assisted more than 900 local businesses. This had a profound effect on the communities and people we serve. It is not an exaggeration to say this PPP production was critical in helping keep our local economy intact. Despite the pandemic, Central Bank had a fantastic year. Deposits grew by more than \$600 million and loans (exclusive of PPP loans) grew by more than \$80 million, led by strong loan growth in Colorado of \$70 million. Central Bank had a record year in both purchase and refinance mortgage production, more than doubling the number of mortgages made in 2019 and totaling nearly \$1 billion. Total Net Income for 2020 was more than \$48 million, a nearly 40% increase over the prior year. Our online-only mortgage solution was launched in Q4-20. This new business, "Online Central," is an important component in our overall strategy and will become a significant contributor to our mortgage line of business in 2021.

In November, Central Bank launched a "Celebrate Kindness" initiative to the community. This was a marketing campaign that solicited public nominations of those who are known for acts of kindness, big or small. Hundreds were nominated, and each weekday in November, one person was awarded \$500 for his or her kindness. 2020 also saw Central Bank employees give back - and give back a lot. Amid the pandemic, despite a dramatic decrease in public events and gatherings, Central Bank employees found ways to give their time and passion to make the communities we serve even stronger.

Board of Directors

David P. Minton, President & Chief Executive Officer

Kenneth W. Littlefield, Chairman of the Board

Robert M. Robuck, Vice Chairman

Michael L. Kehoe, Jr., Governor, State of Missouri

Clyde C. Leary, Owner (Retired), Landlord Communications

Jacob L. Vogel, President, Jefferson City Coca-Cola Bottling Company

Donald E. Shinkle, Retailer (Retired)

Kirk Fermer, Owner, Fermer Holding Company

Joseph N. Schepers, Owner, Nels Schepers Distributing Company

Colony, Cole, Miller, and Montross Companies

2020 PPP LOAN PRODUCTION

Total Number of Loans: 904

Total \$ amount of Loans: \$96,187,932

Strong roots. Endless possibilities. 82

Jefferson Bank of Missouri

Joined Central Banccompany in 1970

President & CEO: L. Kenton Theroff • Branches: 4 • Employees: 100

The strength and stability of Jefferson Bank were tested in 2020. The COVID-19 pandemic resulted in a nationwide stay-at-home order requiring our lobbies to close for 60 days and making it necessary to relocate staff to limit exposure to illness. Despite the disruption, we continued to provide important lending and retail services. Contactless banking services allowed us to maintain customer relationships while supporting the greatest household growth in a decade. When a massive Mid-Missouri hail storm severely damaged cars, homes, and businesses, our staff processed insurance claims for repairs and prepared new loan contracts for total vehicle replacements. COVID-19 challenged local businesses trying to adapt to new restrictions, while also seeking to avoid closure and layoffs. \$522 billion in SBA relief funds were made available through the Paycheck Protection Program (PPP). Our lending team responded by processing more than \$54 million in loans, aiding 539 businesses; the highest penetration of PPP loans to commercial loans in the Holding Company. With record low interest rates, the mortgage lending team processed 1,184 home loans, totaling \$206 million in annual volume, despite limited real estate inventory. Our commitment to service was highlighted in the Jefferson City Magazine and Jefferson Bank was named the 2020 "Most Philanthropic Company." This past year proved that with a dedicated team and community support, growth is possible under any circumstance.

Board of Directors

Harold W. Westhues, *Chairman of the Board, Retired, Jefferson Bank*

Robert L. Bryant, *EVP, CFO and COO, Jefferson Bank*

Robert R. Wankum, MD, *Retired, JCMG Ophthalmology*

Bernard J. Fechtel, *Owner, Fechtel Beverage & Sales*

C. Roger Schrimpf, *Owner, Schrimpf Management*

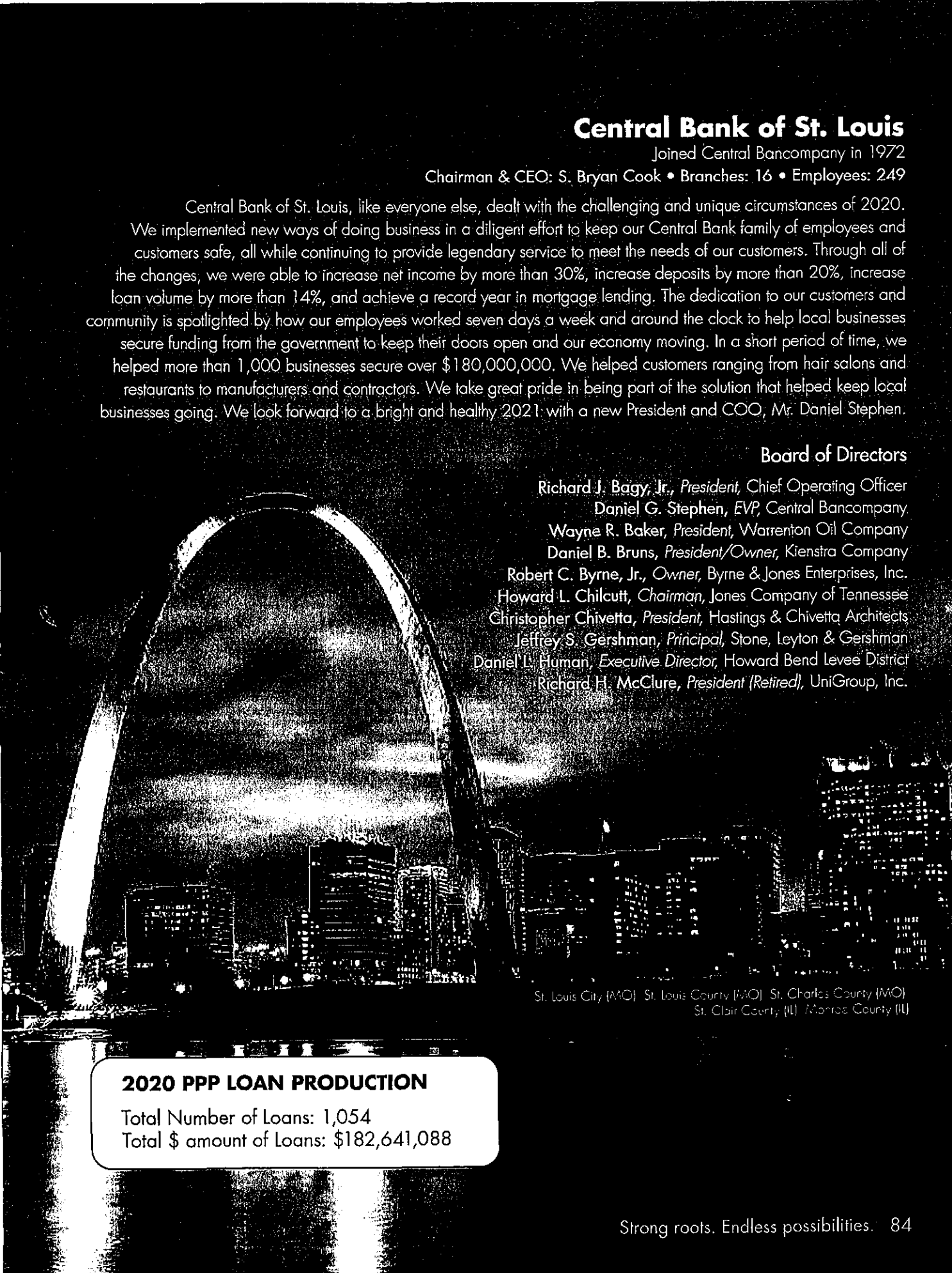
Jeffrey L. Patrick, MD, *Radiologist, JCMG President*

Serving the Jefferson City area

2020 PPP LOAN PRODUCTION

Total Number of Loans: 539

Total \$ amount of Loans: \$54,268,950



Central Bank of St. Louis

Joined Central Bancompany in 1972

Chairman & CEO: S. Bryan Cook • Branches: 16 • Employees: 249

Central Bank of St. Louis, like everyone else, dealt with the challenging and unique circumstances of 2020. We implemented new ways of doing business in a diligent effort to keep our Central Bank family of employees and customers safe, all while continuing to provide legendary service to meet the needs of our customers. Through all of the changes, we were able to increase net income by more than 30%, increase deposits by more than 20%, increase loan volume by more than 14%, and achieve a record year in mortgage lending. The dedication to our customers and community is spotlighted by how our employees worked seven days a week and around the clock to help local businesses secure funding from the government to keep their doors open and our economy moving. In a short period of time, we helped more than 1,000 businesses secure over \$180,000,000. We helped customers ranging from hair salons and restaurants to manufacturers and contractors. We take great pride in being part of the solution that helped keep local businesses going. We look forward to a bright and healthy 2021 with a new President and COO, Mr. Daniel Stephen.

Board of Directors

Richard J. Bagy, Jr., *President*, Chief Operating Officer

Daniel G. Stephen, *EVP*, Central Bancompany

Wayne R. Baker, *President*, Warrenton Oil Company

Daniel B. Bruns, *President/Owner*, Kienstra Company

Robert C. Byrne, Jr., *Owner*, Byrne & Jones Enterprises, Inc.

Howard L. Chilcutt, *Chairman*, Jones Company of Tennessee

Christopher Chivetta, *President*, Hastings & Chivetta Architects

Jeffrey S. Gershman, *Principal*, Stone, Leyton & Gershman

Daniel L. Human, *Executive Director*, Howard Bend Levee District

Richard H. McClure, *President (Retired)*, UniGroup, Inc.

St. Louis City (MO) St. Louis County (MO) St. Charles County (MO)
St. Clair County (IL) Monroe County (IL)

2020 PPP LOAN PRODUCTION

Total Number of Loans: 1,054

Total \$ amount of Loans: \$182,641,088

Central Bank of Boone County

Joined Central Banccompany in 1974

Chairman & CEO: Stephen E. Erdel • Branches: 15 • Employees: 368

What an extraordinary year. At the beginning of 2020, we could never have expected the turmoil and triumph we would experience due to the emerging pandemic. Through it all, our incredibly talented and committed employees took exceptional care of the bank, each other, our customers, and our community.

Nothing demonstrated this commitment more than the Small Business Administration Paycheck Protection Program (PPP). Within just a few weeks, our talented people managed to assist more than 1,080 small businesses secure \$99 million in loans. That is four times more than our competitors and 85% of those loans were less than \$150,000, truly helping the smallest businesses. The entire process was new and challenging, made more so by the need for employees to social distance and, in some cases, work remotely. Through it all our customers were well-taken care of. More importantly, we made a difference in our community by supporting a bedrock of our local economy.

2020 also brought changes to our leadership as Ed Scavone was named president of the bank in July. Ed has a long, distinguished career with both the Central Banccompany and Central Bank of Boone County. We have no doubt that he will bring all those talents to bear on a bright future for our organization in the years to come.

Central Bank of Boone County is exceptionally proud of its 2020 results given the challenges we all faced. While we are a long way from moving ahead of these challenges, we know that the future holds great things for our organization because of our exceptional people.

Board of Directors

Joseph T. Henderson, Central Banccompany
Mark A. Adams, MD, *President*, Columbia Orthopaedic Group
Jason A. Burchfield, *President*, Silver Tree Companies
Charles W. Digges Jr., *President*, The Insurance Group
Robert A. Gerding, *Partner Emeritus*, Gerding, Korte & Chitwood PC CPAs
Jacquelyn K. Jones, *Retired*
Paul T. Land, *Owner*, Plaza Commercial Realty
Rick L. Means, *Retired, Chairman*, Shelter Insurance
Jerry K. Price, *Office Manager*, Suzi Davis Travel
Gary W. Thompson, *President/CEO*, Columbia Insurance Group
Michael T. Vangel, *President*, VANGEL
Dr. Ajay Vinze, *Dean*, MU-Tulane College of Business

Columbia, Ashland, Booneville, Haskins,
Surgeon and Central

2020 PPP LOAN PRODUCTION

Total Number of Loans: 1,080

Total \$ amount of Loans: \$99,544,586

Central Bank of Audrain County

1001 E. 1st St., Benton, MO 64603

President & CEO: Tony.Robertson@centralbankaudrain.com • [636-336-1100](tel:636-336-1100) • www.centralbankaudrain.com

In 2020 the Central Bank of Audrain County has been challenged with the impact of COVID-19. While providing SBA-backed Payroll Protection Program (PPP) loans, we continued to provide excellent service to our customer base. We have a strong culture, excellent systems, and a strong customer focus that has led to being a socially responsible member of the Audrain County community. An example of this would be our 100% participation in our local United Way Drive in 2020.

These challenges served us well during this year of rapid changes. Our customers are so committed to us that they will continue to adapt to change during this past year. While the focus of our energy may have been on dealing with change caused by COVID, we experienced success in real estate and commercial lending while growing our deposit base substantially.

Board of Directors

Stirling Oliver, EVP, Central Bank of Audrain County

Mike Miller, Miller Tire Company

Tony Robertson, Senior Loan Officer

Jimmie Reading, Farmer

Mike Miller, Miller Tire Company

Audrain County including Communities of Mexico, Vandalia, Laddonia,
Rush Hill, Vandiver Village, Benton City, Middletown, and Auxvasse

2020 PPP LOAN PRODUCTION

Total Number of Loans: 106

Total \$ amount of Loans: \$5,200,087

Central Bank of Moberly

Joined Central Banccompany in 1979

President & CEO: W. Michael Riffel • Branches: 3 • Employees: 28

Central Bank of Moberly is proud to be the leading bank in the Moberly area, a position we have held for more than 25 years. Despite a low rate environment, 2020 brought deposit account growth of 16% as well as a large increase in Mortgage loan volume, growing 179% from 2019, resulting in a record year in earnings. This growth was only made possible by a dedicated group of employees. While the pandemic presented a unique set of challenges in 2020, our team worked tirelessly to continue to provide the legendary service our customers have come to expect.

Board of Directors

John S. Meystrik, *Senior Vice President, Central Bank of Moberly*

K. Mack Hills, *Retired, Mack Hills Inc.*

J. Richard Truesdell, *Retired, Truesdell Brothers Grain, Inc.*

Barbara A. Westhues, *Chief Operating Officer, Orscheln Industries*

Randolph, Howard, Chariton, and Monroe Counties

2020 PPP LOAN PRODUCTION

Total Number of Loans: 73

Total \$ amount of Loans: \$8,519,400

Central Bank of the Ozarks

Joined Central Banccompany in 1980

Chairman, President, & CEO: Russell R. Marquart • Branches: 22 • Employees: 255

Central Bank of the Ozarks continues to be a leader in the Springfield area through its dedication to the communities we serve. The bank has donated its second "Tiny Home" to Eden Village 2, the second community in Springfield that provides housing to disabled and homeless people. Bank teammates regularly visit and help the resident at our Dogwood House #1, and now, Dogwood House #2. Our Central Connect group is in its sixth year and is crucial to the growth of our next generation of bankers in becoming leaders in the community and our company. Despite the many challenges with the COVID-19 pandemic in 2020, the bank had a successful year with significant increases in Net Income, up 11%, and growth in all other key metrics. We helped many businesses, organizations, and families in our area affected by the pandemic with a very successful SBA Paycheck Protection Program (PPP). With the low rate environment, our Mortgage Loans have more than doubled in 2020 with volumes hitting \$224 million and 1,210 loans serviced.

Board of Directors

Michael J. Williamson, *Retired, Central Bank of the Ozarks*

Chris W. Nattinger, *President, Skyline Investment Co, LLC*

John R. Twitty, *General Manager & CEO, Missouri Public Utility Alliance*

Judi M. Samuel, *Broker*

J. Mark Cook, *CEO, Central States Industrial Equipment*

Mark M. McNay, *Sr. Vice President, SMC Packaging Group*

Thomas B. Rankin, *Sr. Advisor/Broker, Sperry Van Ness/Rankin Company*

Mark L. Walker, *Chairman & CEO, Transland*

Springfield, Nixa, Ozark, Highlandville,
Marshfield, Strafford, Fair Grove, Pleasant Hope,
Republic, and Battlefield

2020 PPP LOAN PRODUCTION

Total Number of Loans: 1,256

Total \$ amount of Loans: \$112,044,469

Strong roots. Endless possibilities. 88

Central Bank of Lake of the Ozarks

Joined Central Banccompany in 1986

CEO: James D. Judas, Jr. • Branches: 8 • Employees: 155

There was much to be proud of as Central Bank of Lake of the Ozarks had a record-breaking year in 2020. Not only was our bank financially successful, exceeding our Mortgage lending goals for the year; but, we also remained committed to giving back to the Lake community. In 2020, we had 16 employees help customers secure Paycheck Protection Program (PPP) loans to keep the economy going. Those employees consisted of Commercial Loan Officers, Credit Analysts, Loan Processors, and Servicers. We approved 816 PPP Loans, for a total amount near \$41 million, which assisted 6,781 jobs. Lake of the Ozarks restaurants and retailers remained open to the public during 2020 which continued to drive our local economy. Several events were hosted at the Lake and many new residents moved to the area, and tourism was stronger than ever at Lake of the Ozarks in 2020.

Board of Directors

James W. Mead, *Senior Vice President/Chairman*

Joe Jurgensmeyer, *Owner, J & M Farms*

Robert E. Mason, *D.O., Lake Regional Clinics*

Danny D. Opie, *Owner, Opie's Transport*

Belinda K. Phillips, *Owner, Four Seasons Storage*

George Stanton, *Owner, Stanton Manufacturing*

Robert C. Frazee, *Retired, Central Bank of Lake of the Ozarks*

Miller, Carroll & Morgan Counties

Ozage Beach, Lake Ozark, Camden, Eldon, and Laurie Communities

2020 PPP LOAN PRODUCTION

Total Number of Loans: 816

Total \$ amount of Loans: \$40,867,550

Central Bank of Branson

Joined Central Banccompany in 1988

Chairman, President, & CEO: Joseph F. Loth, Jr. • Branches: 5 • Employees: 66

Central Bank of Branson rolled into 2020 excited to celebrate our 70th anniversary with staff, customers, and the community! Plans of celebrations and promotions swiftly changed in the face of the global pandemic, and we were instead challenged with protecting public health and safety while working to help more than 280 local small businesses through the Paycheck Protection Program (PPP). The unforeseen mortgage refinance boom had a major impact on the bank as well, with our mortgage production increasing 67% over the prior year. Overall, our pre-tax earnings were up 5.93% year-over-year, making 2020 Central Bank of Branson's third consecutive record-breaking year. We celebrated our 70th anniversary by standing strong for our community during unprecedented and widespread economic hardship, and we could not be more proud!

Board of Directors

Brian Burney, *Pharmacist, Assistant Director, Convenient Care Pharmacy*

Patrick Cox, *Co-Owner, Starboard Marinas, Inc.*

Ann M. McDowell, *Owner, McDowell Consulting*

Daniel Ruda, *President, Thousand Hills Golf Resort*

Rick Todd, *Retired, Herschend Family Entertainment*

Chris Vinton, *Owner, Vinton Commercial Realty*

Stone and Taney Counties

2020 PPP LOAN PRODUCTION

Total Number of Loans: 283

Total \$ amount of Loans: \$21,244,900

Central Bank of Sedalia

Joined Central Banccompany in 1992

Chairman, President, & CEO: Larry D. Bahr • Branches: 5 • Employees: 71

In 2020 Central Bank of Sedalia bankers funded \$15.9 million in Paycheck Protection Program (PPP) loans for 260 businesses. This supported more than 2,500 jobs in our community during this unprecedented time of crisis. The bank led Pettis County in the number of PPP loans and continues to lead in deposit market share. We participated in many virtual events including the Bothwell Regional Health Center Foundation, Child Safe aimed at supporting the youth of the area, and countless others. While this was an uncertain year, Central Bank of Sedalia continued its commitment to serving our community and helping the small businesses that are vital to Sedalia and the surrounding areas.

Board of Directors

Charles G. Kempton, *Owner, Dugan Paint*

David Albrecht, *Retired, Septagon Construction*

Charles G. Marshall, *Owner, McDonald's*

Kenneth D. Weymuth, *Owner, W-K Chevrolet*

Chris Squires, *an Owner, SMC Electric Supply*

Ruth Ferguson, *Co-Owner, Robert Taylor Insurance*

Sedalia, Pettis County, and surrounding Counties

2020 PPP LOAN PRODUCTION

Total Number of Loans: 260

Total \$ amount of Loans: \$15,563,232



Central Bank of the Midwest

Joined Central Banccompany in 1993

President & CEO: Bill Ferguson • Branches: 51 • Employees: 540

Central Bank of the Midwest is a proud supporter of the 28 communities we serve, giving over \$300,000 in charitable donations and sponsorships in 2020. A large part of our effort was focused on affordable housing, financial wellness, and thriving families. We looked to align ourselves with organizations like Hillcrest Platte County and Habitat for Humanity, who are doing great things in our communities. These partnerships were even more prevalent in 2020 as we faced unprecedented times with the COVID-19 pandemic. Our associates showed tremendous spirit working through the pandemic while keeping our doors open and completing the conversion of Platte Valley Bank in the Northland area of Kansas City. Our lending teams worked diligently to process Paycheck Protection Program (PPP) loans and placed us in the #2 spot in Kansas City and #1 spot in Lawrence, Kansas, for the volume of loans produced. We are proud to be the fourth-largest commercial lending bank in Kansas City with \$3.6 billion in assets. We continue to follow the path of providing legendary service to our customers and associates on our way to being the brand of choice in all the markets we serve.

Board of Directors

Thomas B. Fitzsimmons, *Chairman of the Board*

John T. Carper, *Retired, Senior Advisor, Husch Blackwell Sanders, LLP*

James Person, *Chief, Belton Police Department*

James L. Hix, *Retired, Bossler-Hix Personnel / Retired, Overland Park City Council*

Robert Rogers, *President, Mid-State Aerospace, Inc.*

Kenneth P. Woodward, *Retired, Owner, Woodward, Hunt & Associates, CPA's*

Joseph A. Flannery, *President, Weaver's, Inc.*

Laura Crowley-Coy, *General Manager, Crowley Furniture*

Serving the Greater Kansas City and Lawrence areas.

2020 PPP LOAN PRODUCTION

Total Number of Loans: 2,421

Total \$ amount of Loans: \$269,277,166

Central Bank of Warrensburg

Joined Central Bancompany in 1997

Chairman & CEO: Stephen L. Abney • Branches: 5 • Employees: 56

2020 was an extremely challenging year and our amazing and dedicated staff rose to the moment. Thanks to the investment in technology by Central Bancompany, we were able to provide excellent customer service while focusing on the safety of our staff, customers, and communities with innovative contactless service delivery. Through the efforts of our entire staff, we were able to implement and deliver the first round of the Paycheck Protection Program (PPP) loans to both customers and non-customers, originating 327 loans totaling \$14,148,700 for small businesses and non-profit organizations. Central Bank of Warrensburg was recognized as the #1 provider of PPP funding in both Johnson and Lafayette counties in 2020. We were also proud to be ranked in the top 25 in SBA 7(a) loan volume in the Kansas City region, providing additional lending resources to small businesses in a time of uncertainty. Our staff continues to volunteer and be active in the communities we serve. We were especially proud that our Chairman, Stephen Abney, was named President of the Board of Governors at the University of Central Missouri. We feel certain he will provide the same high level of leadership, guidance, and dedication to this storied local university that he has provided us over the last nearly four decades. We look forward to a bright and healthy 2021 with a new President and CEO, Mr. Marshall Abney.

Board of Directors

Richard Lloyd, *Exec. VP and COO*

Alan Cavaness, *Retired Insurance*

Rick C. Sengstacken, *Grader*

Dennis E. Allen, *Rancher*

Darc E. Ewell, *Retired Banking*

Johnson and Lafayette Counties including the Warrensburg, Higginsville, Odessa, and Holden Communities

2020 PPP LOAN PRODUCTION

Total Number of Loans: 327

Total \$ amount of Loans: \$14,148,700

Central Bank of Oklahoma

Joined Central Bancorp in 2004

Chairman, President & CEO: John B. Allan • Branches: 3 • Employees: 90

The historical issues of COVID-19 presented us with the opportunity to assure our customers and communities that we were there to help with the new Paycheck Protection Program (PPP) loan initiative, and by continuing our service through our branch delivery system with keeping employees and customers as safe as possible.

Business owners were anxious as to how to meet their daily operations, as well as the needs of their employees. Our relations with our business customers shifted from expansion, efficiencies, and improving the bottom line to how we could keep people employed and get them the Federal money they needed. We worked to save the livelihood of individuals and businesses in our community. Without the PPP loans, many companies would not have survived or kept their employees employed. A challenge in which we were proud to take.

Central Bank of Oklahoma's local success was due in part to the Holding Company's financial and operational expertise, as well as the creation of an infrastructure that allowed for the delivery of services. The reward for the long hours for all came from knowing we were part of a solution for our customers and communities.

Board of Directors

S. Doug Terry, *Executive Vice President and CIO, CBOK*

James E. Frasier, *Partner, Frasier, Frasier, & Hickman Attorneys at Law*

George S. Sharp, *President, Sharp Mortgage Co. ALP*

Clifton Taulbert, *President and CEO, The Freemount Corporation*

Rick Willhour, *Rancher*

John Woolman, *President, McGraw Realtors*

Tulsa/Tulsa County, Owasso/Tulsa County,
Sapulpa/Creek County, Stillwater/Payne County,
Edmond/Oklahoma County

2020 PPP LOAN PRODUCTION

Total Number of Loans: 361

Total \$ amount of Loans: \$37,673,658

Central Bancompany Wealth Management

Central Trust Company

President & CEO: Scott M. Kellan • Locations: 7 • Employees: 117

Central Trust Company ended the year 2020, with \$7.5 billion in assets and approximately \$33 million in gross revenue, with a profit margin exceeding 40%. We provide investment management, financial planning, estate planning, trust administration, retirement services, and retirement plan services through its highly experienced and talented wealth management professionals. This includes 18 Certified Financial Planner® professionals, 13 CERTIFIED FINANCIAL PLANNER® Professionals, and 4 Chartered Financial Analysts.

Locations: Jefferson City, Columbia, Springfield, St. Louis, Lake Ozark, Kansas City, Lawrence, MO

Central Investment Advisors

President & CEO: Scott M. Kellan • Locations: 24 • Employees: 58

Central Investment Advisors (CIA) enjoyed a good year in 2020, with income exceeding \$10 million and total assets under management of more than \$3.3 billion.

With 37 financial advisors, including 17 CERTIFIED FINANCIAL PLANNERS®, CIA offers clients a full suite of investment solutions, including managed accounts (advisory, portfolio) for investors, as well as traditional brokerage accounts through our broker/dealer (B.D. Financial, LLC). To complement these investment offerings, we also offer insurance solutions to our clients through the Investor Services Insurance Agency including fixed annuities, term and whole life insurance, and long-term care insurance.

Locations: CIA has offices in all 13 affiliates.

4th Best Bank in America

by Forbes Magazine

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**Forbes 2021
BEST
BANKS IN**



238 Madison Street, Jefferson City, Missouri 65101

IDC Rank of Financial Ratios 2020-Q4: **289**

Superior (200 - 300)

CAMEL Analysis

Capital Ratios - A Foundation for Safety and Soundness

Tier 1 Capital % Tier 1 Assets	8.7%
Risk Based Capital % Risk Based Assets	13.6%
Tier I Capital % Risk Based Assets	12.3%
Well Capitalized	

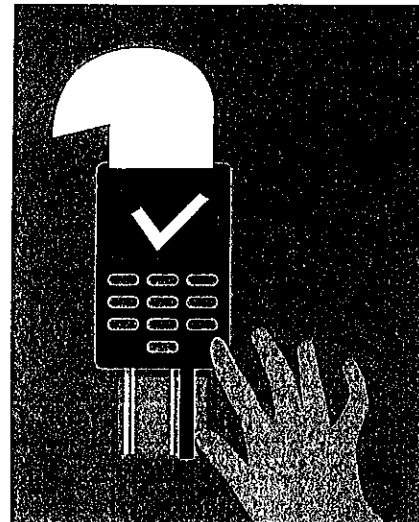
Adequacy of Capital and Loan Loss Reserve to Cover Loan Delinquency

Loan Loss Reserve % Tier I Capital	12.2%
Loans 90 Days Delinquent % Tier I Capital	0.0%
Loans Nonaccrual + REO % Tier I Capital	0.5%

CASH MANAGEMENT SOLUTIONS - MERCHANT SERVICES

Merchant Services provides you with cutting edge technology, superior customer service and competitive rates coupled with a variety of options in processing methods to help you operate your business better. With our customized solutions we can help reduce the time that you spend handling payments and allows you to focus on serving your customer's needs and growing your business. Point of Sale (POS) Terminals.

Merchant Services gives the customer the ability to accept payment cards for their business. The service has many options and can deposit into any checking account.



FEATURES:

- Multiple platforms for the customer to pick from.
- Purchase of the equipment can be spread out over time.
- Customizable pricing is available.
- Next day funds availability with Central Bank account.

BENEFITS:

- Multiple platforms allow the customer to find the system that is most advantageous to them.
- Our equipment purchase options allow for better cash management.
- Pricing can be modified based on volume history and transaction totals.
- Better funds availability with our services and a Central bank account.

DIAL PAY

- Use any touchtone telephone (including cell) to call in transactions.
- May use Manual Imprinter to swipe card and provide receipt to customer.
- Sales slips furnished by bank.

STAND ALONE TERMINAL

- EMV Ready Terminals.
- Connect to analog phone line or Internet connection through router and Ethernet (Cat 5) cable.

WIRELESS TERMINAL

- Uses GPRS connection. Runs on battery or can be plugged into power source.
- In addition to standard transaction fees, have a monthly fee and a setup fee.

Easy to use, fast and affordable: Offering Dial-up; Internet or Wireless connectivity options.



June 18, 2021

Proposal for Merchant Processing

Credit Card Pricing

Monthly Fees

Discount Rate:	BankCard Cost of Interchange Plus 0.30 %**
Authorization Fee:	\$ 0.05 per authorization
Voice Authorization Fee:	\$ 0.60/per authorization
Transaction Fee:	\$ 0.00/per transaction
Chargeback Fee:	\$ 25.00/chargeback occurrence
Retrieval Fee:	\$ 5.00/occurrence
Monthly Account Fee	\$ 5.00/month
Monthly DataGuardian	\$ 14.95/month

**BankCard Interchange Cost can vary. The cost depends on the type of credit card and the method of acceptance. See websites below for MasterCard, Visa and Discover interchange rates. (MasterCard, Visa and Discover control these costs and they are subject to change.)

www.mastercardmerchant.com

www.usa.visa.com/merchants

www.discovernetwork.com

Equipment

Set-up, Training, and Customer Support

We will provide on-site setup/training for any terminal or software purchased through Bank at no additional charge.

The merchant location will also be provided with a user's guide and any promotional (e.g., decals, counter signs) at no charge.

A 24-hour, 7-day-per-week, toll-free terminal and software support number will be available to all member locations for processing procedures and transaction inquiries. Bank personnel may be contacted during bank hours (8:00 am - 5:00 pm CST) for back-up support as needed. (i.e. accounting, file maintenance, supplies orders, etc).



PREMIUM OFFERS RESERVED JUST FOR:

Employees of Christian County

At Central Bank, you have access to a host of financial services, all from one place as part of our **preferred client program**.

Following are a few Premium Benefits we've reserved just for you.

- Open a qualifying Checking Account and get \$150¹
- \$300 off closing costs of a new residential real estate loan²
- A .25% Discount on any posted consumer loan rate³
- FREE Medium 3x10 Safe Deposit Box at the facility of your choice (or credit applied to a another box)⁴
- FREE Standard Personal Checks⁵
- Included at no extra charge:
 - FREE Second Opinion from our Central Investment Advisors
 - SOS (Second Opinion Service) on your investment accounts, including an in-depth analysis of asset allocation, fees and performance

For additional information:

Please bring in this flyer to any Central Bank of the Ozarks location before 12/31/2021 to take advantage of these special offers.

OFFERS EXPIRE 12/31/2021. 1. Minimum to open any qualifying checking account is \$50. No minimum balance required to receive incentive for a qualifying checking account. Incentive for opening a qualifying checking account is \$150. Available to new account customers only. If checking account is closed within first 90 days a fee may be imposed. Incentives will be deposited to the qualifying checking account within 90 business days after the account is funded. Promotion ends 12/31/2021. Incentive reported as interest to the IRS. One offer per household. We reserve the right to not open accounts for customers outside our market area. 2. \$300 off closing costs is available only for new residential real estate loans from Central Bank Mortgage. Subject to approval. 3. Fixed rate close ended consumer loan subject to underwriting and loan approval. .25% discount available on any posted consumer installment loan for consumer purpose only, excluding fixed rate mortgages. Not to be combined with other consumer loan promotional rates or offers. Posted consumer loan interest rates are subject to change. 4. Requires active loan or deposit relationship. 5. Limit one box of standard checks per order. All offers are subject to change. Not all offers are available at all affiliates of Central Bank company. Please contact Central Bank for more details.



Central Bank
of the Ozarks MEMBER FDIC



EMPLOYMENT MANAGEMENT SOLUTIONS - BANKCARD OPTIONS



Small Business Card (1 Card)

- Free Rewards to use toward travel, merchandise or gift cards.
- Earn 1 point for every dollar plus bonus point options.
- Revolving balance with purchase APR.
- Extended Warranty Coverage.
- MasterRental® Insurance.
- 0% Fraud Liability.
- NO Annual Fee.



Mid-tier Business Card (2-10 Cards)

- Customized cards (fees apply).
- Travel & Merchandise Rewards or Cash Rebates.
- Revolving balance with purchase APR.
- Full administrator access for user updates, monitor & control spending limits.
- Individual or consolidated statements.
- Multiple billing cycle options.
- 0% Fraud Liability.
- **NO** Annual Fee.

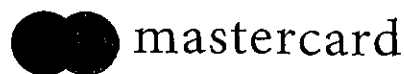


Commercial Multi Card (More than 10 Cards)

- Customized cards (fees apply).
- Revenue share cash back.
- Consolidated volume means more revenue shares.
- All in one card: corporate card, purchasing card, fleet card.
- Full administrator access for user updates, monitor & control spending limits.
- Custom Reports.
- Individual or consolidated statements.
- Multiple billing cycle options.
- 0% Fraud Liability.
- **NO** Finance or Annual Fee.

**When it comes to saving you money,
we're all business.**

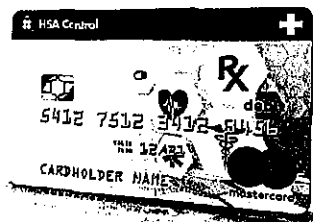
BankCard Services



BUSINESS SOLUTIONS
MEMBER FDIC

 **Central Bank
of the Ozarks**

EMPLOYMENT MANAGEMENT SOLUTIONS - HSA CENTRAL



HSA Central

A Better Way to Manage your Health Care – Today and Tomorrow

Retain and recruit talented employees with healthcare spending control and an easy-to-use retirement savings tool. Get access to a team dedicated to help through enrollment, eligibility, reporting, and employee communication, as well as an employer portal with flexibility to update employee information and contributions.

What this means for you:

Your employer portal is a HIPAA-compliant, real-time interface that empowers HR staff to have secure access to everything they need, such as reports and employee data. Features include:

- **Employee Management:** Online lookup helps employers respond to employee questions and issues.
- **Enrollment and Eligibility Management:** Enroll, update, and change employment status via the portal.
- **Account Funding & Contribution Management:** Multiple options available for funding accounts, including scheduled and recurring contributions, and file-based contribution submission.
- **Robust, Flexible Reporting:** Automatically scheduled, as well as on-demand reports at your fingertips, available in multiple file types.

What this means for your employees:

Your employees have 24/7 access to manage their healthcare funds from the HSA Central Mobile App (dedicated specifically to their HSA) or our new online platform. Features include:

- **Fund and Account Management:** View the account balance, status of historical and pending activity from contributions and funding sources, plus bill pay and debit card transactions. Employees can even snap pictures of receipts with the dedicated HSA Central Mobile App.
- **Self-Service:** View and update personal data; sign up for and manage direct deposit and card status; enroll in text and e-mail communications.
- **Investing Tools:** Easily plan and budget for future healthcare expenses, including managing HSA investments and setting a threshold on your cash account to automatically invest when funds reach a certain amount.
- **Controlled Expenses:** HSA Central Debit Mastercard® helps prevent ineligible health care items from being purchased at retail, drug, and grocery stores.

ATTENTION:

**Madi Hires, Executive Administrative Assistant
Christian County Commission
100 W Church Street Room 100
Ozark, MO 65721**

June 21, 2021



Southern
— **BANK** —

Strong Roots. Strong Branches.

June 21, 2021

Ms. Madi Hires
Christian County Commission
100 W Church Street Room 100
Ozark, MO 65721

Dear Ms. Hires:

Southern Bank appreciates the opportunity to provide this proposal to serve as depository for Christian County Commission ("the County"). Below you will find a bid indicating that Southern Bank can provide services to the County at **no charge**, while providing a competitive earnings rate and meeting all expectations of the County for security, ease of processing, and information reporting. Equally, Southern Bank is committed to providing improved and responsive service daily to the County.

Southern Bank is a state-chartered commercial bank, headquartered at 2991 Oak Grove Road in Poplar Bluff, Missouri. Southern Bank was founded in 1887, and at December 31, 2020, reported total assets of \$2.6 billion. We operate 49 locations in Missouri, Arkansas and Illinois. Southern Bank is a well-capitalized financial institution experienced in providing banking services to city, county, and other governmental units, including school districts and utilities. Examples of public units using our banking services include the Greene County Treasurer, Dunklin County Treasurer, the City of Kimberling City, Reeds Spring R-4 Public Schools, Blue Eye R-V School District, PWSD #1 of Stone County, and Logan-Rogersville R-VIII School District.

We look forward to our ongoing partnership and improving our processes to better meet the needs of the County. The primary contact for your banking relationship will be Susie Ballard, Branch Retail Manager. To make banking easy for the County, our Remote Deposit Capture, Payroll, Cash Management and other services will be offered at **no charge**. If we are selected as your primary banking partner, we will be able to provide timely communication to the County for returns, potential check fraud and payroll related issues.

Southern Bank proposes to serve as the County depository with **no charges** for all of the following: account activity, statements, or maintenance; access to our internet banking and commercial cash management program, including Positive Pay (see below for description of services); cashier's checks; wire transfers; stop payment orders; deposit bags; deposit slips; checks; and endorsement stamp. Southern Bank does not provide a courier service for cash deposits.

For any protested warrants Christian County may present as well as any future indebtedness during this four year period, Southern Bank will purchase tax anticipation notes or similar short term debt issuances assuming compliance with the bank's lending policy and safe and sound banking practices at a yield equal to the published WSJ prime rate. A bid will be provided at the opening or renewal time for any CD's for the county.

Service Required	Yes/No	Monthly Fee, if any	Compensating Balance Requirement, if any
Offer demand deposit accounts	Yes	None	N/A
Serve as depository for federal withholding deposits	Yes	None	N/A
Deliver statement by 5th of month	Yes	None	N/A
Provide canceled checks, deposit slips & returned items	Yes	None	N/A
Furnish at no cost: Ledger Credits Deposited Items Ledger debits Controlled disbursement debits	Yes	None	N/A
Provide printed duplicate deposit tickets	Yes	None	N/A
Provide printed checks	Yes	None	N/A
Provide coin bags, allow bulk coin deposits	Yes	None	N/A
Provide cashier's checks	Yes	None	N/A
Provide safe deposit box	Yes	None	N/A
Wire transfers and transfers within depository	Yes	None	N/A
Stop payment orders	Yes	None	N/A
Provide direct deposit of payroll	Yes	None	N/A

Our internet banking and cash management program includes the following services:

- **ACH Credit Origination:** allows the County to make deposits directly to other accounts, which is useful if you want to offer direct paycheck deposit to your employees (Direct Deposit).
- **ACH Debit Origination:** allows the County to process withdrawals directly from other accounts, which is useful if you want to offer users the convenience of paying bills automatically (Auto Debit or Direct Payment).
- **Balance Reporting:** allows the County to create balance reports on individual accounts or any combination of accounts, which can be created for the current day, for a prior day, or for the current and a prior day.
- **Account Transfers:** allows the County to make account-to-account transfers within Southern Bank to manage your cash flow.
- **Check Reconciliation (Positive Pay):** allows the County to monitor checks clearing your account(s) to prevent check fraud.
- **EFTPS:** allowing the County to pay federal taxes by direct deposit.
- **NACHA Import:** allows the County to import NACHA-formatted files that include both credit and debit items.

- **Secure File Transfer:** allows the County to send an encrypted file of sensitive information to Southern Bank via encrypted email.
- **Wire Transfers Requests:** allows the County to send wire transfer requests directly to Southern Bank, selecting an Online Banking account that will be debited for the transaction.

We would like to provide the County with the below option for earnings on funds held in Southern Bank accounts utilizing our Insured Cash Sweep (ICS*) program:

- **Earnings Rate:** A floating earnings rate equal to 80% of the 91-day (13 week) Treasury bill. The rate would be set on the first business day of each month using the yield on the 91-day Treasury bill (13 week) as published in the Wall Street Journal. As of June 18, 2021, the 91-day T-bill rate was 0.025% which would have yielded an earnings rate of 0.02%.
- **Floor Rate:** While your earnings rate as outlined above may increase, Southern Bank will also include a **floor-rate of 0.20%** so your interest-bearing accounts will not fall below this rate during the duration of this agreement.

* To improve your earnings while still fully complying with Missouri or Federal law regarding security and collateralization of deposits, we will arrange that your deposits are covered by FDIC insurance, while managing your full account balance through Southern Bank, using an Insured Cash Sweep (ICS)[™] provided by our partner, Promontory Interfinancial Network, LLC. Through 3,000 partner financial institutions nationwide (including 74 headquartered in Missouri), Promontory provides the ability to maximize FDIC insurance coverage through the use of reciprocal deposit relationships. This arrangement is specifically authorized under Missouri law at RSMo. 67.085, and I've included some information on this program in this packet.

When we are required to hold collateral for deposits, we purchase investment securities issued by government-sponsored enterprises such as Fannie Mae and Freddie Mac, which operate nationally. In effect, your deposits at any bank in the Christian County market, when collateralized by these types of securities, mostly leave community. Because we operate at a community bank, we'd prefer to invest your deposits through loans in our community: security your deposits using FDIC insurance maximized under the ICS[™] program allows us to do that. The deposits you place through Southern Bank will be transferred to other financial institutions in Missouri and elsewhere, but they'll be exchanged on a reciprocal basis, meaning we receive back the same amount of deposits, which we can invest locally in home, business, construction, and development lending.

In addition to the services above, Southern Bank is pleased to offer all **County Employees** a Health Savings Account (HSA) earning a 0.50% Annual Percentage Yield with no monthly service charges

Susie Ballard at our Ozark location located at 2471 W Jackson Ozark, MO, will be your **primary local contact** and can be reached at **417-724-5105**.

Again, Southern Bank would appreciate the opportunity to serve The Christian County Commission, and we look forward to hearing from you. Please contact me with any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Jackie Bonner". The signature is fluid and cursive, with a large, stylized initial "J" that loops around the first part of the name.

Jackie Bonner

Vice President/Regional Retail Officer



Christian County Commission

100 W. Church Street Room 100
Ozark, Missouri 65721
(417) 582-4300

Ralph Phillips
Presiding Commissioner

Lynn Morris
Eastern Commissioner

Hosea Bilyeu
Western Commissioner

Invitation to Bid: County Depository Bank Services

CONTACT: Madi Hires, Executive Administrative Assistant
ADDRESS: Christian County Government
100 W. Church St., Room 100
Ozark, MO 65721
PHONE: (417) 582-4300
EMAIL: countycommission@christiancountymo.gov

The email address listed above is for information requests only and shall not be used for submission of proposals or modifications to proposals. Such submissions will be rejected and deleted without notification to the sending party.

RETURN BID NO LATER THAN: 8:45 a.m. June 21st, 2021
BID OPENING DATE: June 21st, 2021
BID OPENING TIME: 9:00 a.m. (Central Standard Time)

RETURN BID TO: Christian County Commission
100 West Church Street, Room 100
Ozark, Missouri 65721

NOTE: Please provide (4) four copies and one unbound original of your detailed bid proposal

The bidder hereby declares understanding, agreement, and certification of compliance to provide the items and/or services, at the prices quoted, in accordance with all requirements and specifications contained herein and the Terms and Conditions for this proposal. The bidder further agrees that the language of this RFP shall govern in the event of a conflict with his/her bid. The bidder further agrees that upon receipt of an authorized purchase order from the Christian County Commission or when an Agreement for Contract Services is certified by the Christian County Auditor, a binding contract shall exist between the Bidder and the County of Christian, State of Missouri.

Christian County maintains a list of vendors interested in bidding on products and services for Christian County. It is the vendor's responsibility to update contact information. Vendors are removed from the list if they are invited to bid, but do not participate. The Christian County Commission office is not obligated to send invitations to vendors. Due to the volume of request and postage costs, the Commission Office does not send bids to all interested vendors. Christian County fulfills its legal requirements by posting a notice in the local paper.

(1) SUBMITTAL INSTRUCTIONS:

Please print the due date on the outside of the package and return this entire document with your bid submission. Mark your sealed envelope "OFFICE SUPPLIES - BID DOCUMENTS - DO NOT OPEN". Sealed bids must be received at the Christian County Commission by the return date and time. No bid transmitted by fax machine or email will be accepted. Bids are opened in public meetings on the opening date and time specified above. Any interested persons may attend. Bids must be delivered no later than fifteen (15) minutes before bid opening time mentioned above. If the Commission office receives a container which is not identifiable as a bid/proposal, the container will be opened in order to determine the contents. If the contents are determined to be a bid/proposal, the container will be resealed, and the date and time received will be noted on the outside. All bids will remain sealed until they are opened and read aloud during the Christian County Commission meeting at the specified time. Bids which are not received in the Commissioner's Office at least 15 minutes prior to bid opening date and time shall be considered late, regardless of the degree of lateness, and normally will not be presented or opened, except as stated below. At the time fixed for opening of proposals, the content will be made public for the vendor and other interested persons. Vendors are cautioned to review their bid very carefully. Any additional information, specifications, drawings, etc. should be attached. Bids should be signed and dated. It shall be the responsibility of persons submitting bids to acquire the necessary specifications.

(2) LATE BIDS:

Under extraordinary circumstances, the Commission may authorize the opening of a late bid when the bid was turned over to the physical control of an independent postal or courier service with a promised delivery time prior to the time set for the opening of bids. The County Commission is not responsible for bids sent to the wrong address, faxed, emailed, or received after the cut-off date and time. Remember to address or hand-deliver your bid. Bids will not be accepted by fax or email because we must have the original signed document. Bidders must consider the postal service or courier time schedules when sending their bids and provide ample time for delivery. The following guidelines may be utilized to determine the criteria for an extraordinary circumstance: Christian County offices were closed due to inclement weather conditions, postal or courier services were delayed due to labor strikes or unforeseen "Acts of God", or postal or courier services did not meet the delivery time promised to the vendor. In such case, the vendor must provide written proof that promised delivery time was prior to the time set for the bid opening. All such decisions are at the sole discretion of the Commission.

(3) Bid Withdrawal:

After the bid opening, a vendor may be permitted to withdraw a bid prior to the award at the sole discretion of the County Commissioners if there is a verifiable error in the bid and enforcement of the bid would impose an unconscionable hardship on the vendor. The withdrawal will be considered only after receipt of a written request supporting documentation from the vendor. Withdrawal shall be the vendor's sole remedy for an error other than the obvious clerical error.

(4) Product Samples:

The Commission may request samples for evaluation purposes. Any samples requested must be provided free of charge. Samples which are not destroyed by testing will be returned at the vendor's expense if return of the samples is stipulated in the vendor's bid. Samples submitted by a vendor who receives the award may be kept for the duration of the contract for comparison with shipments received.

(5) Itemization of Proposal:

Vendor must clearly identify in his/her bid and on the pricing worksheet, all components. It is mandatory that vendors submit with their proposal documents, itemization of all goods and services proposed. The breakdown must be itemized by model/part number, description of goods or services, and unit cost.

(6) Minority Business Participation:

Christian County encourages the participation and utilization of minority business enterprises in all projects of the county. Christian County will provide equitable and fair opportunity to minority businesses to submit bids and proposals and to receive an award. By responding to this invitation, the vendor agrees that it does not discriminate on the basis of race, religion, creed, national origin, age, sex or disability, and that it will refrain from any unlawful employment practices.

(7) Communication with County Employees:

Vendors shall not communicate with any county employee regarding this Invitation to bid with the exception of the county contact written on the first page. Vendors shall ensure that no improper, unethical, or illegal relationships or conflict of interest exists between vendor, the county, any employee, officer, director, or principal of vendor or the county and any other party. The county reserves the right to determine the materiality of such relationships, when discovered or disclosed, whether intended or not. The county also reserves the right to decide at its sole discretion whether disqualification of vendor and/or cancellation of award shall result. Such disqualification or cancellation shall be without fault or liability to the county.

(8) Collusion:

By submitting a proposal in response to this invitation to bid, vendor and each person signing on behalf of the vendor, certify under penalty of perjury, that to the best of his/her belief the prices in the proposal were arrived at independently and without collusion, consultation, communication, or agreement for the purpose of restricting competition as to any matter relating to such prices with any other vendor, or any other competitor. Unless otherwise required by law, the prices in the bid have not been knowingly disclosed by vendor, and will not be knowingly disclosed by vendor, prior to opening, directly or indirectly, to any other vendor or competitor. No attempt has been made or will be made by vendor or any other person associated with this invitation to bid, partnership, corporation, or entity to submit or not to submit a proposal in response to this bid for the purpose of restricting competition.

(9) Incurred costs:

The county is not liable for any costs incurred by a vendor in the preparation or production of its proposal or for any work performed prior to the issuance of a valid contract under Missouri law. Such exemption from liability applies whether such costs are incurred by vendor or indirectly through vendors agent, employees, assigns or others, whether related or not to vendor.

(10) For Construction Services:

All on site employees of vendors and sub vendors must complete required safety training. Required safety training is OSHA 10 training. (A ten (10) hour course in construction safety and health taught by an OSHA approved instructor), or similar program at least as stringent as OSHA 10 training. For more information contact the Missouri Division of Labor Standards. Christian County requires documentation showing that the on-site employee/s have completed the required training.

(11) Vendor's Personnel Qualifications:

Christian County reserves the right to approve or disapprove the vendor's personnel providing services for Christian County Government. Christian County also reserves the right to request replacement of any person assigned to provide services. Unless the situation regarding the personnel requires immediate replacement, the vendor shall be allowed at least fourteen (14) days after notification to replace unsatisfactory personnel.

If requested, the vendor shall provide a list of names, social security numbers, and dates of birth for each such personnel who will be providing services at Christian County buildings. In addition, the vendor must notify Christian County of any additions or changes to the list. Christian County reserves the right to accept or reject any of the vendor's personnel assigned to the contract to provide services.

(12) Discount applicable:

Vendor will provide information on any quantity discounts that may apply to the equipment or services utilized in developing their pricing structure. State the length of time the discounts are available post-installation.

(13) Insurance:

The vendor shall understand and agree that Christian County cannot save and hold harmless and or indemnify the vendor or employees against any liability incurred or arising as a result of any activity of the vendor, or any activity of the vendor's employees related to the vendor's performance under the contract. Therefore, the vendor must acquire and maintain adequate liability insurance in the form (s) and amount (s) sufficient to protect Christian County, its agencies, its employees, its clients, and the general public against any such loss, damage and/or expense related to his/her performance under this contract. The vendor shall take out and maintain during the life of the contract comprehensive general liability insurance which names Christian County, Missouri and its elected officials and employees as additional named insureds in an amount sufficient to cover the sovereign immunity limits for public entities as calculated by the Department of Insurance and published annually in the Missouri Register per section 537.610, RSMo. For the life of the contract, vendor shall maintain comprehensive general liability insurance coverage for all claims arising out of a single accident or occurrence of at least \$3,000,000.00 and for any one person in a single accident or occurrence of at least \$500,000.00. Vendor shall maintain during the life of the contract Workers Compensation Insurance for Vendor's employees coverage that shall meet Missouri statutory limits or \$1,000,000 for each accident, whichever is greater. General and other non-professional liability insurance shall include an endorsement that adds Christian County and their respective officials and employees as an additional insured. Self-insurance coverage or another alternative risk financing mechanism may be utilized provided that such coverage is verifiable and irrevocably reliable and Christian County is protected as an additional insured.

(14) Vendor Liability:

The vendor shall be responsible for any and all personal injury (including death) or property damage as a result of the vendor's negligence involving any equipment or service provided under the terms and conditions, requirements and specifications of the contract. In addition, the vendor assumes the obligation to save Christian County, including its agencies, employees, and assignees, from every expense, liability, or payment arising out of such negligent act. The vendor also agrees to hold Christian County including its agencies, employees, and assignees, harmless for any negligent act or omission committed by any subcontractor or other person employed by or under the supervision of the vendor under the terms of the contract. The vendor shall not be responsible for any injury or damage occurring as a result of any negligent act or omission committed by Christian County, including its agencies, employees, and assignees.

(15) Business Compliance:

The vendor must be financially sound and must not be operating under the protection of the United States Bankruptcy Code. The vendor must be in compliance with the laws regarding conducting business in the State of Missouri. The vendor certifies by signing the signature page of this original document and any amendment signature page(s) that the vendor and any proposed subcontractors either are presently in compliance with such laws or shall be in compliance with such laws prior to any resulting contract award. The vendor shall provide documentation of compliance upon request by Christian County. The compliance to conduct business in the state shall include but may not be limited to:

- Registration of business name. (if applicable)
- Certificate of authority to transact business/certificate of good standing. (if applicable)
- Taxes (e.g., city/county/state/federal)
- State and local certifications (e.g. Professions/occupations/activities)
- Licenses and permits (e.g., city/county license, sales permits)
- Insurance (e.g., worker's compensation/unemployment compensation)

16) Terms and Conditions:

The vendor is cautioned when submitting pre-printed forms containing terms and conditions or other type material to make sure such documents do not contain other terms and conditions which conflict with those of this agreement and its contractual requirements. The vendor agrees that in the event of conflict between any of the vendor's terms and conditions and those contained in this agreement, that this agreement shall govern. Taking exception to Christian County terms and conditions may render a vendor's bid non-responsive and remove it from consideration for award.

BANKING DEPOSITORY SPECIFICATIONS

Agreement must include effective date of 1st day of July 2021, by and between the COUNTY OF CHRISTIAN, STATE OF MISSOURI, a political subdivision consisting of a county of the first classification, without a charter form of government (hereinafter referred to as the "County"), and the Bank and each hereby state; In compliance with the provisions of Chapter 110, RSMo., the County, on the 28th day of June 2021, will select and designate the Bank as the official depository to receive the funds of the County from the 1st day of July 2021 through the 30th day of June 2023, and the Bank has accepted said designation and agreed to act as said depository. The County and the Bank agree that the contract would have an option to be extended for the period of the 30th day of June 2023 through the 30th day of June 2025, unless one or both of the parties provides written notification not later than the 30th day of May 2023, that the contract will not be extended. The Bank shall notify the Christian County Commission and any other office or department utilizing the County's Tax ID in writing and the County will provide written notification to the Bank through the officer assigned pursuant to 4.4 of the proposed agreement.

A binding contract shall consist of: (1) the RFP or invitation to bid, amendments thereto, with RFP bid invitation changes/additions, (2) the vendor's proposal and (3) the County Commission's acceptance of the proposal by "notice of award" or by "purchase order". All Exhibits and Attachments included in the RFP or bid invitation shall be incorporated into the contract by reference.

The contract expresses the complete agreement of the parties and performance shall be governed solely by the specifications and requirements contained therein.

Any changes to the contract, whether by modification and/or supplementation, must be accomplished by a formal contract amendment signed and approved by and between the duly authorized representative of the vendor and the County Commission or by a modified purchase order prior to the effective date of such modification. The vendor expressly and explicitly understands and agrees that no other method and/or no other

document, including correspondence from the County Commission, acts, and oral communications by or from any person, shall be used or construed as an amendment or modification to the contract.

(17) Employee Bidding/Conflict of Interest:

Vendors who are elected or appointed officials or employees of Christian County or any political subdivision thereof, serving in an executive or administrative capacity, must comply with sections 105.450 to 105.458, RSMo, regarding conflict of interest. If the vendor or any owner of the vendor's organization is currently an elected or appointed official or an employee of Christian County or any political subdivision thereof, please provide the following information:

- Name and title of the elected or appointed official or employee of Christian County or any Political subdivision.
- What is the percentage of ownership interest in the vendor's organization held by elected or appointed official or employee of Christian County or political subdivision thereof?

(18) Independent Contractor:

The vendor is an independent contractor and shall not represent the vendor or the vendor's employees to be employees of Christian County or an agency of Christian County. The vendor shall assume all legal and financial responsibility for salaries, taxes, FICA, employee fringe benefits, workers compensation, employee insurance, minimum wage requirements, overtime, etc.

(19) Substitutions:

The vendor shall not substitute any item(s) without the prior written approval of the Christian County Commissioners. In the event an item becomes unavailable, the vendor shall be responsible for providing a suitable substitute item. The vendor's failure to provide an acceptable substitute may result in cancellation or termination of the contract. Any item substitution must be a replacement of the contracted item with a product of equal or better capabilities and quality, and with equal or lower pricing. The vendor shall understand that Christian County reserves the right to allow the substitution of any new or different product/system offered by the vendor. Christian County shall be the final authority as to the acceptability of any proposed substitution. Any item substitution shall require a formal contract amendment authorized by Christian County Commissioners prior to Christian County acquiring the substitute item under the contract. The vendor shall not be relieved of substituting a product in the event of manufacturer discontinuation or other reason simply for reasons of unprofitability to the vendor.

(20) Replacement of Damaged Product:

The vendor shall be responsible for replacing any item received in damaged condition at no cost to Christian County. This includes all fuel costs for returning non-functional items to the vendor for replacement.

(21) Prices:

The vendor shall submit firm fixed prices on the Pricing Page (Exhibit A – Pg. 3 Exhibit 1). All pricing shall be considered firm for the duration of the contract period. All pricing shall be quoted with all fees included. Vendor's prices must be the lowest offered to any governmental or commercial consumer, under the same terms and conditions.

(22) Fuel charges:

Fuel charges shall be added into the quote for services. However, if the cost of #2 diesel as reported by the Department of Energy internet site and recorded as the "Weekly Retail On-Highway Diesel Prices" for the Midwest Region exceeds \$3.50 per gallon, the vendor will charge no more than 1 ½ % for each \$.10 increase in the recorded cost of fuel above the \$3.50 base line. It is expected, because of the timeliness of the DOE report, the cost of fuel for a prior month shall be used as the basis for a current month's fuel surcharge assessment. January's reported diesel cost shall be used to compute any surcharge for February's services, etc. Vendor agrees that any additional charges related to fuel increases must be agreed upon between vendor and Christian County before implementation by the vendor.

(23) Description of Product:

The vendor should present a detailed description of the product proposed on the Pricing Sheet (Exhibit 1) in response to this Invitation for Bid. It is the vendor's responsibility to make sure all products proposed are adequately described in order to conduct an evaluation of the bid. At the time fixed for opening of proposals, the content will be made public for the information of the bidder and others interested.

(24) Non-Exclusivity:

The Contract is non-exclusive and shall not in any way preclude the County from entering into similar agreements and/or arrangements to acquire equal or like goods and/or services from other vendors. The County may make multiple awards from a single solicitation document when such awards are in the best interest of the county.

(25) Billing and Payments:

Invoices will be submitted to **Christian County Commission, 100 W Church St, Room 100, Ozark, MO 65721**. It is estimated there are 25 various offices and departments requiring separate billing (if applicable to bid products offered). Vendor shall provide the department with invoices and statements of accounts on a monthly basis noting any amounts and invoices past due. Invoices should be delivered with the materials and packing slip. Payment will be made within 30 days from receipt of an accurate invoice.

Services or goods must be received before payment can be made. The vendor shall submit all reports required herein and a copy of each invoice as supporting documentation with the monthly statement. Other than the payments and reimbursements specified above, no other payments or reimbursements shall be made to the vendor for any reason whatsoever including, but not limited to taxes, shipping charges, insurance, interest, penalties, termination payments, attorney fees, liquidated damages, etc. Notwithstanding any other payment provision of the contract, if the vendor fails to perform required work or services, fails to submit reports when due, or is indebted to the United States, Christian County may withhold payment or reject invoices under the contract.

Final invoices are due no later than thirty (30) calendar days after the expiration of the contract. Christian County shall have no obligation to pay any invoice submitted after such date. If a request by the vendor for payment or reimbursement is denied, Christian County shall provide the vendor with written notice of the reason(s) for denial.

If the vendor is overpaid by Christian County, upon official notification by Christian County, the vendor shall provide Christian County with a check payable as instructed by Christian County in the amount of such overpayment. The vendor shall submit the overpayment to Christian County at the address specified. The vendor shall agree and understand that Christian County shall be solely responsible for payment for only those services requested by Christian County.

(26) Return of Goods:

Christian County may cancel any purchase at any time for a full credit.

(27) Management of Materials:

The vendor agrees and understands that as the needs of the county change, the county will notify the vendor of those changes. If requested by the county, the vendor shall make a corresponding adjustment to the services. The vendor will implement the requested changes upon notification. In the event changes occur during the effective period of this contract which are beyond the control of the vendor that significantly increase or decrease the established cost, the vendor or Christian County may request a corresponding modification to the established cost.

With such request, the vendor must provide documentation of the change and must demonstrate how such change affects the cost. In addition, the vendor shall recommend an adjusted cost accompanied by the resulting calculations. However, the vendor shall agree and understand that any such request must be approved by the Christian County Commissioners. The decision of the adjustment to the cost by Christian County shall be final and without recourse.

(28) Schedule:

The vendor shall ensure that services are performed in a manner so as to minimize any interference, annoyance, or disruption to the operations of Christian County.

In the event the vendor does not perform in accordance with the vendor's agreement, Christian County shall notify the vendor following determination of such. Vendor shall be responsive to the needs of Christian County at all times. The vendor shall be responsible for all permits, fees, and expenses related to the service. The vendor shall disclose to Christian County all information on sub vendor contracts/agreements, if applicable, including any rebates or incentives offered by sub vendors to the contractor.

(29) Services:

The vendor agrees to provide a detailed description of the services to be provided, including any additional information about the services on a separate sheet of paper if needed. The vendor will provide an itemization of the amount the vendor will charge, the unit of measure for the services, and specific increments and timeframes to submit invoices to the vendor and receive payments from the vendor.

(30) Reporting Requirements:

On a monthly basis, the vendor shall submit a report to Christian County for each County building site, identify the services provided and the dates of service.

The vendor must maintain financial and accounting records and evidence pertaining to the contract in accordance with generally accepted accounting principles. The vendor shall make all records, books, and other documents relevant to the contract available to Christian County and the Christian County Auditor in an acceptable format and at all reasonable times during the term of the contract, and for three (3) years from the date of final payment on the contract or the completion of an independent audit, whichever is later. If any litigation, claim, negotiation, audit, or other actions involving the records has been started before the expiration of the retention period, the vendor shall retain such records until completion of the action and resolution of all issues which arise from it. Failure to retain adequate documentation for any service billed may result in recovery of payments for services not adequately documented.

The vendor shall permit the County Auditor or authorized representatives of Christian County or any other division of government to have access, for the purpose of auditing or examination, to any of the vendor's books, documents, papers, records, recording receipts and disbursements of any of the funds paid to the vendor. The vendor further agrees that any audit exception noted by governmental auditors shall not be paid by Christian County and shall be the sole responsibility of the vendor. However, the vendor shall have the right to contest any such exception by any legal procedure the vendor deems appropriate. Christian County will pay the vendor all amounts which the vendor may ultimately be held entitled to receive as a result of any such legal action. The vendor shall agree and understand that if contract monitoring reveals that an audit is warranted, Christian County reserves the right to require the vendor to have an audit of financial records, accounting records, and related contract documentation performed by an independent Certified Public Accountant (CPA) in accordance with generally accepted auditing standards. Christian County's determination of the need for the audit shall be final and without recourse.

(31) Liquidated Damages:

The vendor agrees and understands that the provision of the services in accordance with the schedules and requirements stated herein and in accordance with the Christian County Commissioner's approval are considered critical to the efficient operations of Christian County. Since the amount of actual damages would be difficult to establish in the event the vendor fails to comply with the schedules and requirements, the vendor shall agree and understand that the amount identified below as liquidated damages shall be reasonable and fair under the circumstances:

In the event the vendor fails to perform the services, the vendor shall be assessed liquidated damages in the amount of ten percent (10%) of the price for the services for each twenty-four (24) hour period thereafter in which the identified requirement is not completed. If the fault lies with Christian County, no assessment shall be made.

The vendor shall also agree and understand that such liquidated damages shall either be deducted from the vendor's invoices pursuant to the contract or paid by the vendor as a direct payment to Christian County at the sole discretion of Christian County.

The vendor shall agree and understand that all assessments of liquidated damages shall be within the discretion of Christian County and shall be in addition to, not in lieu of, the rights of Christian County to pursue other appropriate remedies.

(32) Excused Performance:

Any failure or delay in performance or payment due to contingencies beyond either party's reasonable control, including strikes, riots, terrorist acts, compliance with applicable laws or governmental orders, fires, and acts of God, shall not constitute a breach of this agreement.

(33) Cancelling Service:

The Christian County Commission reserves the right to discontinue service at any time by giving a 30-day notice. The vendor shall agree and understand that the vendor shall terminate the services upon written notification from Christian County. The decision by the Christian County Commissioners shall be final and without recourse.

(34) Determination for Award:

The award shall be made to the lowest priced and best responsive vendor. Christian County reserves the right to reject any bid which is determined unacceptable for reasons which may include but are not necessarily limited to: 1) failure of the vendor to meet mandatory general performance

specifications; and/or 2) failure of the vendor to meet mandatory technical specifications; and/or, 3) receipt of any information, from any source, regarding delivery of unsatisfactory product or service by the vendor within the past three years. As deemed in its best interests, Christian County reserves the right to clarify any and all portions of any vendor's offer.

Agreements signed by Christian County must be signed by at least a majority of the members of the *County Commission*. Agreements must be attested by the *County Clerk* and approved to form by the *County Counselor*. In addition, the *County Auditor* must certify that there is an unencumbered balance available to pay the contract cost.

(35) Protesting bid award:

A bid award protest must be submitted in writing and must be received by the county within ten (10) calendar days after the date of the award. If the tenth day falls on a Saturday, Sunday or state holiday, the period shall extend to the next business day. A protest submitted after the ten (10) calendar day period shall not be considered. The written protest should include the following information: (A) Name, address, and phone number of the protester, (B) Signature of the protester or the protester's representative, (C) Solicitation product, (D) Detailed statement describing the grounds for the protest; and supporting exhibits, evidence, or documentation to substantiate the claim.

(36) Suspension or debarment of Vendor:

The County Commission may suspend or debar a vendor for cause. The following shall be sufficient cause for suspension or debarment. The list is not meant to be all inclusive but shall serve as a guideline for vendor discipline and business ethics:

Failure to perform in accordance with the terms, conditions, and requirements of a contract/purchase order.

Violating any federal, state, or local law, ordinance or regulation in the performance of a contract/purchase order.

Providing false or misleading information on an application, in a bid, or in correspondence to county offices.

Failure to honor a bid for the length of time specified.

Colluding with others to restrain competition. Obtaining information, by whatever means, related to a proposal submitted by a competitor in response to a request for proposal in order to obtain an unfair advantage during the negotiation process.

Contacting bid evaluators or any other person who may have influence over the award, without authorization from the County Commission, for the purpose of influencing the award of a contract; or giving gifts, meals, trips or any other thing of value or a monetary advantage for personal benefit, directly or indirectly, to an employee of the county or to any evaluator of bids/proposals.

The vendor may appeal suspension or debarment by submitting a written request to the County Commission within fifteen (15) calendar days after receipt of the formal notice. The vendor must provide specific evidence and reasons why the suspension or debarment is not necessary. On the basis of this information, the suspension may be modified, rescinded, or affirmed. The decision shall be final and mailed to all parties.

(37) Declaration:

The vendor hereby declares understanding, agreement, and certification of compliance to provide the items and/or services, at the prices quoted, in accordance with all terms and conditions, requirements, and specifications of this original invitation to bid. The vendor further agrees that upon receipt of an authorized purchase order from the Christian County Commission or when a Notice of Award is signed and issued by the Commission, a binding contract shall exist between the vendor and Christian County. Signature required below confirming understanding of this statement.

Doing Business as (DBA) Name <i>Southern Bank</i>	Legal Name of Entity/Individual Filed with IRS for this Tax ID No.
Mailing Address <i>2991 Oak Grove Rd.</i>	IRS Form 1099 Mailing Address
City, State, Zip Code <i>Poplar Bluff, Mo. 63901</i>	City, State, Zip Code

Contact Person <i>Susie Ballard</i>	Email Address: <i>Sballard@bankwithsouthern.com</i>
Phone Number <i>417-724-5105</i>	Fax Number: <i>417-581-4638</i>
Authorized Signature <i>Susie Ballard</i>	Date <i>6/21/2021</i>

List three (3) business references:

1st

Company Name:

Representative Name:

Reeds Spring R-4 School Dist Gayla Shinnbarger

Address

City

State

Zip

20281 State Highway 413 Reeds Spring Mo 65737

Business Phone

Business Fax

Cellular Phone

(417) 272-8173 Ext 4011

email address if available gshinnbarger@wolves.k12.mo.us

2nd

Company Name:

Representative Name:

Blue Eye R-V School District Cindy Fredrick

Address

City

State

Zip

658 State Hwy EE Blue Eye Mo 65611

Business Phone

Business Fax

Cellular Phone

(417) 779-5331 Opt 5

email address if available cfredrick@blueeye.k12.mo.us

3rd

Company Name:

Representative Name:

Logan Rogersville R/VIII School Dist Denise Hernandez

Address

City

State

Zip

100 E Front St Rogersville Mo 65742

Business Phone

Business Fax

Cellular Phone

(417) 753-2891

email address if available

(38) Contact Information:

Any additional information desired may be requested by mail to the address listed, or by telephone to 417-582-4300. Information requests may also be e-mailed to countycommission@christiancountymo.gov. This e-mail address is for information requests only and shall not be used for submission of proposals or modifications to proposals. Such submissions will be rejected and deleted without notification to the sending party.

Thank you for your consideration of this Invitation to Bid. We appreciate your participation in the bidding process.

CHRISTIAN COUNTY COMMISSIONERS

Ralph Phillips, Presiding Commissioner
Hosea Bilyeu, Western Commissioner
Lynn Morris, Eastern Commissioner

Bid Specifications

Bid Submissions

All bids must be received on or before June 21st, 2021 at 8:45 a.m. Bids must be received in a sealed envelope to the Christian County Commission office 100 W. Church Street Room 100 Ozark, MO 65721. Clearly mark the envelope with your company name and address. No faxed or emailed bids will be accepted. All bids must be filled out on Christian County bid forms supplied in the attached specifications. If you have any products, additional services, or price adjustments please list these in the *additional charges/conditions* sections. All bids must be signed and have the company's information included. If you are bidding on more than one product or service, please include the company's information and sign every form you are bidding on. All bids must be in the format requested in the bid forms. Any variance from this can cause rejection of the bid. The bid forms are the only part that must be returned in your envelope. The specification details may be kept by the bidder. Any bid that is submitted must be honored for 30 days from the opening without any increase or change to price or penalty. Failure to comply with the above listed requirements may result in the rejection of the bid.

Bid Withdrawal

Any bid can be withdrawn up to 8:45 a.m. on June 21st, 2021 for any reason without penalties, but any bid not withdrawn by this time will be subject to honor the pricing and services stated within that bid.

Any bid can be withdrawn up to 8:45 a.m. on February 28, 2019 for any reason without penalties, but any bid not withdrawn by this time will be subject to honor the pricing and services stated within that bid.

Bid Opening

All bids will be opened and read aloud on June 21st, 2021 at 9:00 a.m. at the Christian County Commission Office. The bidders and public are welcome to attend the formal bid opening. No decisions relating to the award of any contract or agreement will be made at the bid opening. Copies of all bids will be available to anyone.

Bidder Responsibility

It is the responsibility of the bidder to have the bid submitted on or before the deadline stated in this packet on the proper forms. It is also the responsibility of the bidder to ensure that the prices they submit are firm and not subject to contingency or increases. If a bidder's prices are subject to increases, penalties, surcharges, or any additional costs or fees it must be stated on the *additional charges/conditions* section on each bid form. Any increase or decrease in a price is subject to affect the awarding of a contract. If a bidder fails to honor a stated price as submitted in the bid form or contract, Christian County Commission reserves the right to obtain the same product or service from the next lowest bidder who submitted a bid price for the same product or service. The original bidder shall then be responsible for the difference in price. It is the responsibility of the bidder to examine and review projects and specifications. All bidders are responsible to verify the quality, availability, and schedule of any products that they may need for this bid.

EXHIBIT 1

PROPOSED COST SCHEDULE

ITEM	PROPOSED COST	VOLUME
Deposit Items	free	33,000
Checks Paid	free	6500
Returned Checks	free	55
Account Transfers	free	50
Stop Payments	free	40
ACH Transactions	free	1500
Incoming	free	
Outgoing Direct Deposit	free	90 Files
Wire Transfers	free	
Incoming	free	25
Outgoing	free	250
Account Maintenance	free	Per month
Monthly Bank Statements w/account analysis	free	Per month 13 monthly 2 quarterly
Security Safekeeping	free	
Safe Deposit Box-List size and location with pricing	free	One 3x10, One 5x10, One 10x10
Credit Card Fees		Collector 2.5% Treasurer 2.89% & 0.18 cents 4.13% & 0.18 cents Monthly Fixed @29.75
Debit Card Fees		Same As Above
Other costs: Itemized on separate sheet of paper		

OTHER FEES

ITEM	PROPOSED COST
Deposited Checks Returned	free
Recleared Deposited Items	free
ACH Return Items	free
ACH File Reversals	free
ACH Item Reversal	free
Image Copies of Checks	free
Research and Reconciling	free
Special Statement	free
Statements on CD	free
Monthly Internet Banking Fee	free

BANKING DEPOSITORY SPECIFICATIONS

Agreement must include effective date of 1st day of July 2021, by and between the COUNTY OF CHRISTIAN, STATE OF MISSOURI, a political subdivision consisting of a county of the first classification, without a charter form of government (hereinafter referred to as the "County"), and the Bank and each hereby state;

In compliance with the provisions of Chapter 110, RSMo., the County, on the 28th day of June 2021, will select and designate the Bank as the official depository to receive the funds of the County from the 1st day of July 2021 through the 30th day of June 2023, and the Bank has accepted said designation and agreed to act as said depository. The County and the Bank agree that the contract would have an option to be extended for the period of the 30th day of June 2023 through the 30th day of June 2025, unless one or both of the parties provides written notification not later than the 30th day of May 2023, that the contract will not be extended. The Bank shall notify the Christian County Commission and any other office or department utilizing the County's Tax ID in writing and the County will provide written notification to the Bank through the officer assigned pursuant to 4.4 of the proposed agreement.

SECTION 1-ACCOUNTS

- 1.1 Provide full service checking account with two copies of the monthly bank statement and account analysis reflecting monthly beginning balance, plus deposits, less check honored each month. One copy shall be provided to the County Treasurer and one copy to the County Clerk as required in Chapter 110, RSMo., and for the County Collector's accounts, one copy shall be provided to the County Collector and one to the County Auditor and for the Recorder of Deeds one copy shall be provided.
- 1.2 This depository will serve as a clearinghouse for accounts through which all deposits will be made all check drawn.
 - 1.2.1 One (1) CERF account for the Treasurer shall be an investment account where deposits are made but no checks are drawn. ACH debits and credits are drawn on this account. Outgoing wire transfers are also processed through this account.
 - 1.2.2 Ten (10) regular checking accounts two (2) for Treasurer (one of which will require outgoing wire transfers for payroll), two (2) for County Clerk, one (1) for Recorder of Deeds, four (4) for Collector, one (1) for Assessor, shall be maintained upon which deposits will be maintained and checks will be drawn as needed.
 - 1.2.3 A checking account shall be maintained for the School Account.
 - 1.2.4 Two (2) regular interest-bearing savings accounts shall be maintained for the Collector to deposit tax protest payments and surtaxes; said accounts to earn interest at the rate designated in paragraph 2.2 of this Agreement.

- 1.2.5** The costs for all current and future accounts shall be based on the Depository Proposal for Christian County Public Funds in the attached Exhibit "1". The County Treasurer shall have the right to add or remove or change the designation of any account throughout the course of this agreement and the Bank will charge fees monthly according to the Proposed Cost Schedule for Christian County Public Funds for the configuration of the accounts determined by the County Treasurer.
- 1.3** The Bank will serve as both sending and receiving bank on ACH system. Christian County will pay charges as detailed in the Proposed Cost Schedule for Christian County Public Funds of Exhibit "1" of this agreement.
- 1.4** State and Federal payroll and CERF payments are posted over the internet and shall be billed according to the Proposed Cost Schedule for Christian Count Public Funds attached to this Agreement.

SECTION 2-INVESTMENT

- 2.1** The Bank will maintain all accounts, except any accounts designated by the Treasurer as a non-interest-bearing account pursuant to law, as interest bearing checking accounts. The interest rate designated in 2.2 of this agreement will be paid on closing ledger balances in the accounts and no reserve requirement will be assessed. These accounts will be fully collateralized as required by Missouri law in Sections 110.020, 110.010, and 30.270, RSMo. An account analysis can be provided for each account.

- 2.2** The interest rate paid on closing ledger balances will be as follows:

The Bank will pay interest on all Christian County checking accounts current and future (currently 16 accounts: 9 for Treasurer, 4 for Collector, 2 for County Clerk, and 1 for the Recorder of Deeds) and all Christian County savings accounts current and future (currently 2 for the County Collector) covered by the Depository Agreement. As requested, rates are quoted in relation to the most recent Overnight Federal Funds Rate, as published in the Wall Street Journal, adjusted weekly.

- 2.2.1** Monthly bank statements shall reflect daily interest earned on these investment purchases.
- 2.2.2** The County will separately bid out all or part of its excess funds outside the depository agreement that arises from this Request for Proposal. From time to time, County may desire to purchase government securities through the depository.

SECTION 3-COLLATERALIZATION

The Christian County Treasurer will invest funds outside the Depository Agreement.

- 3.1** Bank Depository shall collateralize and secure all deposits and investments as required by Missouri law in Chapters 110 and 30, RSMo., including Sections 110.020,

110.010, and 30.270 RSMo. The maximum amount at any one time that has to be collateralized under all of the accounts will be \$100,000,000.00 (100 million dollars).

- 3.2 All security so pledged and not able to be held by a Federal Reserve Bank shall be held by a third-party institution. The Proposal shall state who will be designated to be the third-party institution.
- 3.3 The County and the Office Holders require that the market value of the pledged security/collateral be 100% of the amount of funds on deposit at all times, less the amount that is insured by the Federal Deposit Insurance Corporation, (FDIC).
- 3.4 Safekeeping receipts for pledged collateral and securities shall be delivered to the Christian County Treasurer and said collateral and securities shall be released by the third-party institution only when authorized by County through a statement signed by the County Treasurer. County shall designate a backup for signing releases if the County Treasurer is not available (Currently the Deputy Treasurer).
- 3.4.1 Authorization for release of pledged collateral shall be in writing (fax acceptable) with phone confirmation. Verification of replacement securities will be required prior to release.
- 3.5 The depository agrees to have the third-party holder provide the County Treasurer with a quarterly listing of security pledged as authorized by section 30.270 RSMo., on or before the tenth day of each quarter. County currently receives these listing via Internet access.
- 3.5.1 The quarterly listing shall detail the holdings as of the last working day of the immediately preceding quarter.
- 3.5.2 The quarterly listing shall include the purchase date, the coupon interest rate, the maturity date, the par value of each security, the total par value of all securities, the market value of each security and the total securities.
- 3.6 The County Treasurer reserves the right to reject or request replacement of any security pledged.
- 3.7 Safekeeping receipts for pledged collateral and securities shall be delivered showing description, cusip number, maturity, pledged par value, and market value.
- 3.8 A listing of acceptable securities under Missouri law is found in section 30.270 RSMo.

SECTION 4-ACCOUNT SERVICES

- 4.1 The depository shall provide regular business teller service and availability of branch facilities for deposits. The depository shall provide a method for after hour's deposit. *See attached*
- 4.2 Deposits can be made and shall be considered same day business until 5:00 pm central standard time. It is anticipated that there be one deposit per day per account except during peak tax season (last two weeks of December when more than two deposits per day to the Investment Account may occur).
- 4.3 Pre-encoded, pre-printed deposits slips and checks for each account listed in Section 1 hereof, shall be provided to the County at no cost.
- 4.4 Designation of one bank officer for communication and investment purposes. *Suzi Ballard*
- 4.5 The Bank shall provide any necessary MICR encoding requirements to County's check printing system.
- 4.6 A CD Rom (or other media accepted by the County) shall be provided monthly with images of all checks cleared and deposit items. Software necessary to view and print any item shall be included with the CD. A sample CD shall be provided with the proposal. **Can provide this service**
- 4.7 The County shall be able to transfer funds between accounts at no charge.
- 4.8 Funds availability schedules shall be provided with the proposal. *See attached*
- 4.8.1 At a minimum, the County is to be given credit as collected funds for all items cleared through the Bank on same day as deposit.
- 4.8.2 Items deposited that clear at institutions within the same Federal Reserve region shall be considered collected within one business day at a maximum.
- 4.8.3 Incoming wire transfers shall be credited as collected on the day received if received by or before 3:00 pm central standard time.
- 4.9 The County Treasurer shall be the contact and working person by and between the bank depository and the Treasurer's accounts. The County Collector shall be the contact and working person by and between the bank depository and the Collector's accounts. Any other office or department that request services will have their own accounts and shall designate in writing their own contact person.
- 4.10 Service charges on all current and future accounts shall be totaled and billed monthly to the County Treasurer, Collector, Recorder of Deeds, Clerk, and any other offices or departments that may request services for their respective accounts.

- 4.11** Any future accounts established by the County shall be computed under the terms of this contract as long as no new requirements are established by the County.
- 4.11.1** Any new account that involves funds under the control of the County Treasurer that uses the County's tax identification number, shall be set up through the County Commission and the County Treasurer.
- 4.11.2** Any new accounts involving funds under the control of the County Treasurer shall require the signatures of the County Treasurer and/or her designee.
- 4.11.3** Any new account that involves funds under the control of the County Clerk that uses the County's tax identification number, shall be set up through the County Commission and notification to the County Treasurer.
- 4.11.4** Any new accounts involving funds under the control of the County Clerk shall require the signatures of the County Clerk and/or her designee.
- 4.11.5** The County Treasurer's accounts for the County will be required to have two signatures with the County Treasurer or their facsimile stamp as one and the Presiding Commissioner or their facsimile stamp as the second signature. The Treasurer's School account is required to have two signatures one being the County Treasurer and her designee. The CERF account is done online through ACH transfers and can be performed by the Treasurer or her designee. Please see Exhibit "2" in its entirety.
- 4.11.6** Any new account that involves funds under the control of the County Collector that uses the County's tax identification number shall be set up through the County Collector in cooperation with the County Commission and notification to the County Treasurer.
- 4.11.7** Any new account that involves funds under the control of the County Collector shall require the signatures of the County Collector and his designee.
- 4.11.8** Any new account that involves funds under the control of the County Recorder that uses the County's tax identification number shall be set up through the County Recorder in cooperation with the County Commission and notification of the County Treasurer.
- 4.11.9** Any new account that involves funds under the control of the Recorder of Deeds shall require the signatures of the Recorder of Deeds and her designee.
- 4.11.10** Any department that sets up a new account that uses the County's Tax identification number shall be set up through the County Commission and the department and notification to the County Treasurer.

SECTION 5-ONLINE BANKING SERVICES

Under the proposal submitted by the bank and incorporated herein as Exhibit "1", all online banking services shall be provided under the following terms and conditions. The costs shall be calculated pursuant to Section V of the Proposal Response Form and the Proposed Cost Schedule and billed monthly.

- 5.1 The County currently has electronic banking services via the internet to the depository bank for use in processing wire transfers, stop payments, ACH processing, remote deposits capture, account transfers and account balance history. Routine account transfers can be set up one time and generated upon request without reentering data.
- 5.2 The County has the ability to download checks cleared data on demand for use in account balancing. This is currently done daily for the investment account and can be done for selected periods on any account.
- 5.3 The proposal form contains request for a proposal for electronic banking services which addresses the following:
 - 5.3.1 The depository's ability to provide interactive services through the internet that allows account balance inquiry, account transfers, ACH processing, stop payments, remote deposits capture and wire transfers. Please include set up charges, on-line charges, monthly charges, per transaction costs that are in addition to or in lieu of traditional costs quoted in this proposal.
 - 5.3.2 Detail whether memo post information is available and whether entered data is accepted immediately or batch processed by the depository at a later time. Detail how much history is available, detail proposed alternatives (i.e. magnetic tape or diskette transfer) and charges associated with alternative. Approximately 50,000 items will be downloaded per year.
 - 5.3.3 Provide a minimum of two references of current users of your electronic bank services proposed. *See pag 12*

SECTION-6 OTHER SERVICES

- 6.1 Bid three (3) safety deposit boxes, one (1) with dimensions 3x10, one (1) with dimensions 5x10, and one (1) 10x10. Safety deposit boxes costs shall be charged as detailed in the Depository Proposal for Christian County Public Funds of Exhibit "1". *Free*
- 6.2 Incoming and outgoing wire transfers initiated over the internet shall be billed at the rate in the Proposed Cost Schedule attached hereto.
- 6.3 Bid bank services for Positive Pay.

SECTION 7-COUNTY COMMISSION AND COUNTY AUDITOR VERIFICATION OF ACCOUNTS

- 7.1** The County Commission and the County Auditor shall have access to the Christian County Treasurer's Accounts for the purpose of verifying account balances. That verification shall be through and by the authority of the County Treasurer in the form of going online to the depository Bank in the County Treasurer's office.
- 7.2** The County Commission and the County Auditor shall have access to the Christian County Clerk's and Collector's accounts for the purpose of verifying account balances. The Bank will be given permission from the County Clerk or County Collector to release a full account record being copied and/or given to the County Commission or the County Auditor upon request.

SECTION 8-WIRE TRANSFERS AUTHORIZATION POLICY STATEMENT

- 8.1** All wire transfers are to be handled by the Policy Statement-Wire transfers Authorization referenced in its entirety as Exhibit "2".

SECTION 9-MINIMUM REQUIREMENTS

- 9.1** Bank must remain a banking corporation incorporated under the laws of the State of Missouri or the United States of America.
- 9.2** Bank must maintain a home office or full service branch within the boundaries of Christian County, Missouri.
- 9.3** In addition to all other charges previously detailed, County shall pay charges as outlined in the Proposed Cost Schedule attached.

Exhibit 2
Policy Statement
Wire Transfers Authorization

This statement is provided to further clarify the depository agreements between Christian County Government and the County Banking service provider. The below clarification statements are effective as of the date set forth below, until changed by County Treasurer or the Deputy County Clerk with the County Commission approval.

CERF-Summary of County Contributions-CERF Administrative Retirement System

The retirement program CERF (County Employees Retirement Fund) obtains funding from several different sources. These funds which are deposited in a special County bank account shall then be forwarded to Administrative Retirement System for credit to CERF's account, this process requires a wire transfer from the County bank account to CERF's Administrative Retirement System account. This wire transfer is a predefined single purpose transaction, where the parameters are fixed. The only factor subject to variation is the dollar amount. The sources of funds (Employee Contributions) are the result of payroll deductions and therefore results in a wire transfer each pay cycle. The sources of funds (Assessor late fee's, Collector merchant license fees, Collector delinquent fees, Recorder of Deeds document filing fees, County interest and County Contributions) are received on a calendar monthly cycle and therefore usually result in a wire transfer each calendar month. The authorization to and responsibility for these transactions is assigned to the County Treasurer, who manages the depositing and forwarding of these funds for the County.

EFTPS Payroll Taxes

The preparation of the County's payroll creates a liability of Federal Payroll Taxes that must be deposited in a timely manner by the method required by the Internal Revenue Service. This process, called EFTPS (Electronic Federal Tax Payment System), requires a wire transfer each pay cycle. The wire transfer is a predefined single purpose transaction, where the parameters are fixed. The only factor subject to variation is the dollar amount. This transaction is accomplished by an internet entry in the IRS EFTPS network. The authorization to and responsibility for this transaction is assigned to the Deputy County Clerk, who manages the payroll operations of the County.

ACH Credit Payroll Taxes

The preparation of the County's payroll creates a liability of State Payroll Taxes that must be deposited in a timely manner by the method required by the Missouri Department of Revenue, the Division of Taxation and Collection. This process, called ACH Credit (Automated Clearing House Credit) requires a wire transfer each pay cycle. This wire transfer is a predefined single purpose transaction, where the parameters are fixed. The only factor subject to variation is the dollar amount. This transaction is accomplished by an internet entry in the State ACH network. The authorization to and responsibility for this transaction is assigned to the Deputy County Clerk, who manages the payroll operation of the County.

FINAL MANDATORY COMPLIANCE CHECKLIST:

Please use the below table to ensure your bid is fully compliant before you seal it for submission. If you have any questions regarding any of these items, please call:

Madi Hires, Executive Administrative Assistant

(417) 582-4300

countycommission@christiancountymo.gov

FINAL COMPLIANCE CHECKLIST	(✓)
I am submitting my bid prior to the specified deadline. (Page 2, Section 2)	✓ S. Ballard
I understand that no faxed or electronically transmitted bids will be accepted. (Page 2, Section 1)	✓ S. Ballard
I have filled out, signed, and dated the declaration page, and I understand that failure to do so will result in rejection of my bid. (Page 11, Section 37)	✓ S. Ballard
I am including one (1) unbound original and four (4) copies of my bid. I understand that I must include The Price Sheet found in Exhibit A, Page 3 - Exhibit 1, and all pages thereafter.	✓ S. Ballard
I am enclosing my bid in a sealed envelope, and I am marking the envelope "SEALED BID - DO NOT OPEN". (Page 2, Section 1)	✓ S. Ballard
I have filled out, signed, and dated the Authorized to Bind Agreement, and understand that failure to do so will result in rejection of my bid. (Exhibit B, Page 2).	✓ S. Ballard
I am indicating on the envelope the good/service that I am bidding on.	✓ S. Ballard

Acknowledged
S. Ballard
6/21/21



Christian County Commission

100 W. Church Street Room 100
Ozark, Missouri 65721
(417) 582-4300

Ralph Phillips
Presiding Commissioner

Lynn Morris
Eastern Commissioner

Hosea Bilyeu
Western Commissioner

Invitation to Bid: County Depository Bank Services

ADDENDUM NO. 6
DATE: 18 JUNE 2021

CONTACT: Madl Hires, Executive Administrative Assistant
ADDRESS: Christian County Government
100 W. Church St., Room 100
Ozark, MO 65721
PHONE: (417) 582-4300
EMAIL: countycommission@christiancountymo.gov

The email address listed above is for information requests only and shall not be used for submission of proposals or modifications to proposals. Such submissions will be rejected and deleted without notification to the sending party.

RETURN BID NO LATER THAN: 8:45 a.m. June 21st, 2021
BID OPENING DATE: June 21st, 2021
BID OPENING TIME: 9:00 a.m. (Central Standard Time)

RETURN BID TO: Christian County Commission
100 West Church Street, Room 100
Ozark, Missouri 65721

This Addendum provides clarification and answers to questions received by email. The following modifications, additions, or deletions are hereby incorporated into the contract documents. The above referenced ITB is hereby amended and clarified as follows:

Bidder Questions:

Question 1: In reviewing the documents, the amount indicates \$80 million. Is this the peak balance during the year or an average balance throughout the year?
Response: That would be during the peak tax season in December.

Question 2: Can you tell me what the average balances are outside of the peak tax season?
Response: Please review the attachment and see if that will answer your question concerning account balances. (Please see Attachment No. 1)

Question 3: Please provide account analysis statements for the last 12 months of the County's accounts that maintain balances (non-ZBA).
Response: I have attached a list of accounts with account balances for the past year. (Please see Attachment No. 1)

Question 4: What is the current rate of interest the County is receiving on deposits?

Response: The current rate of interest is accounts balances to 10 million are .66 Anything over 10 million is .35.

Question 5: What are the key elements you enjoy with your current banking relationship? What are some of the challenges, or areas you would like to gain improvement on via the bid process?

Response: Our current bank has always been very helpful with any questions or problems that we have ever had. They are also very close in proximity. There are a couple of more up to date things that they do not offer. One would be Positive Pay and Commercial Payments.

Question 6: Does the County issue a separate bid for p-cards, or any other card programs? If not, how many cards does the County maintain, and can you provide spending amounts?

Response: We do not have P-Cards. We have some credit cards. We have 5 Visa accounts. Two have 10,000.00 limits and three have 5,000.00 limits. We have a Lowes's Business credit card with a limit of 17,100.00. We also have a Walmart Community (now with Capital One) with a limit of 3,500.00. We have two Commercial Client Services cards. One has a limit of 20,000.00 and the other one has a limit of 10,000.00.

Question 6a: Health Savings Accounts?

Response: We currently do not have anyone with a Health Savings Account.

Question 7: Is a rating from a national rating agency required as a component of the bid, or will the County accept other evidence of financial strength, such as capitalization ratios, and other qualitative ratings?

Response: Paragraph 7 of the County's RFP requires all banks submitting a bid to: "Provide a copy of the most recent IDC Financial Ratings for this financial institution." Per our County Counselor, the County cannot accept other evidence of a bank's financial status.

Question 8: I just wanted to verify that page 12 (List three business references) of the attached ITB – Bank Depository Services does not need to be completed and submitted as part of the bid. Is that correct?

Also, in regards to the updated information provided, I just wanted to let you know that we do have the positive pay feature and we began testing it before COVID-19 took place. We have brought that back to the table to complete our testing and will have that feature available to the County going forward in the event we are the selected depository institution.

Response: Thank you for the update regarding positive pay. Concerning the bid, page 12 of the ITB does need to be completed and submitted as part of the bid.

Scrivener's Errors:

Page 2 Paragraph 1 Submittal Instructions:

Original line: "Mark your sealed envelope "OFFICE SUPPLIES - BID DOCUMENTS – DO NOT OPEN"."

Corrected line: "Mark your sealed envelope "COUNTY DEPOSITORY BANK SERVICES - BID DOCUMENTS – DO NOT OPEN"."

Page 14 Paragraph 2 & 3 Bid Withdrawal:

Original line: "Any bid can be withdrawn up to 8:45 a.m. on June 21st, 2021 for any reason without penalties, but any bid not withdrawn by this time will be subject to honor the pricing and services stated within that bid.

(Duplicated Line)

Any bid can be withdrawn up to 8:45 a.m. on February 28th, 2019 for any reason without penalties, but any bid not withdrawn by this time will be subject to honor the pricing and services stated within that bid.

Corrected line: Any bid can be withdrawn up to 8:45 a.m. on June 21st, 2021 for any reason without penalties, but any bid not withdrawn by this time will be subject to honor the pricing and services stated within that bid.

Question 9: I have attached a form that I need filled out for the bank in regards to our bid. I am guessing your guys may have already done one if other banks have reached out. Let me know if you have any questions. If you could make sure I get this back ASAP so I can bring bid by weeks end. (See attachment no. 2)

Response: Please look over the attachments and see if this answers most of your questions. (See attachments no. 3 & 4).

Question 10: I wanted to follow up on one item included in the Exhibit A – Banking Specifications form. Section 3 – Collateralization, number 3.1 states that the maximum amount at any one time that has to be collateralized under all of the accounts will be \$80,000,000.00 (80 million dollars). In preparing our bid we see that the County funds (all accounts with the Christian County tax number) actually reached a high of \$94,166,318 in January of this year.

Response: Thank you so much for bringing this to our attention. We will be revising our bid documents to reflect a total of \$100,000,000.00 (100 million dollars). Please let me know if you have any additional questions or concerns.

Exhibit A updated to reflect this oversight:

Original Section 3 (pg. 5)

Bank Depository shall collateralize and secure all deposits and investments as required by Missouri law in Chapters 110 and 30, RSMo., including Sections 110.020, 110.010, and 30.270 RSMo. The maximum amount at any one time that has to be collateralized under all of the accounts will be \$80,000,000.00 (80 million dollars).

Updated section 3 (pg. 5)

Bank Depository shall collateralize and secure all deposits and investments as required by Missouri law in Chapters 110 and 30, RSMo., including Sections 110.020, 110.010, and 30.270 RSMo. The maximum amount at any one time that has to be collateralized under all of the accounts will be \$100,000,000.00 (100 million dollars).

Updated attachments per Question 9: Attachment No. 5; Attachment No. 6; Attachment No. 7.

EXHIBIT A

BANKING SPECIFICATIONS

1. Complete the attached PROPOSED COST SCHEDULE (Exhibit 1).
2. Detail costs, procedures and deadlines associated with ACH payroll processing. Give computed ACH cost for one bi-weekly payroll with approximately 250 potential participants. Detail deadlines for Friday morning account crediting.
3. Please state proposal for interest calculation as outlined in SECTION 2 of Conditions. Interest rate paid on the accounts that are used to purchase United States Government (or agency of the United States Government) security repurchase agreements shall be stated as a specified number of basis points above or below the most recent overnight Federal Funds Rate as published in Section C, Markets Diary in the Wall Street Journal. Please consider including a Guaranteed Floor Rate of Interest in your bid. **This will be given consideration in determining our depository institution.**
4. Please Submit the proposal for compliance with collateralization requirements specified.

5. ON-LINE ELECTRONIC BANKING SERVICES

- a. The depository's ability to provide interactive access through the internet that allows account balance inquiry, account transfers, ACH processing, stop payments, wire transfers, and direct deposit of payroll checks to various banking institutions. Include setup charges, on-line charges, and monthly charges, per transaction costs that are in addition to, or in lieu of traditional costs quoted in Part 1 of this proposal.
- b. Detail whether memo post information is available and whether entered data is accepted immediately or batch processed by the depository at a later time. Detail how much history is available (i.e., current month, prior, month, six months, year, etc.) and whether or not query processing is available for specified date ranges.
- c. The depository's ability to download files on demand from the depository computer to County's network containing check clearing information. Include record format of downloaded files and any costs over and above monthly account access charges.
- d. Detail whether downloaded files will contain current information, prior day transactions or weekly/monthly batch information. If downloading files directly is not available, detail proposed alternatives (i.e., magnetic tape or diskette transfer) and charges associated with the alternative. Approximately 50,000 items will be downloaded during the course of the Agreement.

- e. The depository's ability to upload ASCII files containing information necessary for ACH debit process, include record format required for file acceptance and all costs associated with file transfer for ACH processing. Detail any costs that is in addition to or in lieu of cost quoted in Part A, of this proposal for ACH debit transactions.
 - f. Provide a minimum of two references of current users of your electronic banking services proposed.
- 6. FINANCIAL STABILITY- Provide financial data required.
 - 7. Provide a copy of the most recent IDC Financial Ratings for this financial institution.
 - 8. FUNDS AVAILABILITY SCHEDULE-include a copy of your Funds Availability Schedule
 - 9. BANK STATEMENT- include a sample copy of your bank statement.
 - 10. Include a CD-ROM (or other approved format) with Sample images of cleared checks and deposit items.
 - 11. Provide a detailed list of any exceptions to TERMS AND CONDITIONS.
 - 12. Provide a listing of business teller service locations and hours.
 - 13. Please state whether this financial institution would provide other County Officeholders and departments including, but not limited to the County Sheriff, Recorder, Circuit Clerk, Juvenile, Drug Court, Law Library, Collector and Circuit Court, with checking accounts and banking services based upon the PROPOSED COST SCHEDULE of Exhibit "1" of this Agreement. If not, please describe the costs for maintaining such accounts.
 - 14. Securities Deposit: RSMO. 110.20; *The value of the securities deposited and maintained by a legal depository under Section 110.010 shall at all times be not less than one hundred percent of the actual amount of the funds on deposit with the depository, less the amount, if any, insured by the Federal Deposit Insurance Corporation.*

Section 4-Account Services
4.1

Ozark Branch Information

OZARK

Branch History

Branch Information

Branch Team Members

Building Layout

Critical Branch Contacts

Lobby Hours

Monday - Friday | 8:30am - 5:00pm

Drive Thru Hours

Monday - Friday | 8:30am - 5:00pm

Fax Number

(417) 581-4638

Hunt Group Extension

71570

Branch Address

2471 W. Jackson | Ozark, MO 65721



BRANCH SERVICES	
ATM	X
Cashiers Checks	X
Coin Counter	
Instant Debit Card Issue	X
ITM	
Money Orders	X
Night Deposit	X
Notary	X
Safe Deposit Box	X



Southern
BANK
Strong Roots. Strong Branches.

Section 4 Account Services 4.8

Funds Availability Policy Disclosure

Updated 08.14.2020

Southern Bank • PO Box 520 • 2991 Oak Grove Road • Poplar Bluff, MO 63901 • 1-855-452-7272

PURPOSE OF THIS DISCLOSURE

The information here describes our policy of holding deposited items in a transaction account before funds are made available to you for withdrawal. This is our Funds Availability Policy. In summary our policy is to make your funds available on the first Business Day after the day deposit. Please refer to the section DETERMINING THE AVAILABILITY OF YOUR DEPOSIT for the complete policy.

For purposes of this disclosure, the terms "you"/"your" refer to the customer and the terms "our"/"we"/"us" refer to Southern Bank. Generally, transaction accounts are accounts which would permit an unlimited number of payments by check to third persons, and also an unlimited number of telephonic and preauthorized transfers to third persons or other accounts you may have with us.

DETERMINING THE AVAILABILITY OF YOUR DEPOSIT

The length of the delay varies depending on the type of deposit and is explained below. When we delay your ability to withdraw funds from a deposit, you may not withdraw the funds in cash, and we will not pay checks you have written on your account by using these funds. Even after we have made funds available to you and you have withdrawn the funds, you are still responsible for checks you deposit that are returned to us unpaid and for any other problems involving your deposit.

When we delay your ability to withdraw funds, the length of the delay is counted in Business Days from the day of your deposit. The term "Business Day" means any day other than a Saturday, Sunday or federally declared legal holiday, and the term "Banking Day" means that part of any Business Day on which we are open to the public for carrying on substantially all of our banking functions. The term "nonbusiness day," means Saturday, Sunday or a federally declared legal holiday.

In order to establish that a deposit is made on a particular Business Day, you must make your deposit before the branch or ITM closes for it to be considered to have been made on that Business Day. The branch hours vary by location please visit www.bankwithsouthern.com for a list of our branches and hours.

All funds deposited at a branch will be credited on same business day that we are open, we will consider that day to be the day of your deposit. Any deposit made on a Saturday will be considered to be deposited on the next business day which we are open.

TELEBANKING: If you make a deposit transfer through telebanking before 7:00 pm on a Business Day, we will consider that day to be the day of your deposit. However, if you make a deposit transfer through telebanking after 7:00 pm on a Business Day or at any time on a nonbusiness day, we will consider the deposit made on the next Business Day we are open. A deposit transfer through telebanking made on a Saturday at any time will be considered to be made on the next Business Day we are open.

INTERNET BANKING: If you make a deposit transfer through internet banking before 7:00 pm on a business day, we will consider that day to be the day of your deposit. However, if you make a deposit transfer through internet banking after 7:00 pm on a Business Day or at any time on a nonbusiness day, we will consider the deposit made on the next Business Day we are open. A deposit transfer through internet banking made on a Saturday at any time will be considered to be made on the next Business Day we are open.

AUTOMATED TELLER MACHINE (ATM): If you make a deposit at an automated teller machine (ATM) that is owned and operated by us before 7:00 pm on a Business Day we will consider that day to be the day of your deposit. However, if you make a deposit at an ATM that is owned and operated by us after 7:00 pm on a Business Day or at any time on a nonbusiness day, we will consider the deposit made on the next Business Day we are open. A deposit made at an ATM that is owned and operated by us on a Saturday at any time will be considered to be made on the next Business Day we are open.

INTERACTIVE TELLER MACHINE (ITM): If you make a deposit at an interactive teller machine (ITM) that is owned and operated by us before 7:00 pm on a Business Day we will consider that day to be the day of your deposit. However, if you make a deposit at an ITM that is owned and operated by us after 7:00 pm on a Business Day or at any time on a nonbusiness day, we will consider the deposit made on the next Business Day we are open. A deposit made at an ITM that is owned and operated by us on a Saturday at any time will be considered to be made on the next Business Day we are open.

MOBILE BANKING APP: If you make a deposit on the Southern Bank mobile app before 4:00 pm on a Business Day that we are open, we will consider that day to be the day of your deposit. However, if you make a deposit after 4:00 pm on a business day or at any time on a nonbusiness day, we will consider that deposit made on the next Business Day we are open. A deposit made through the Southern Bank mobile on a Saturday at any time will be considered to be made on the next Business Day we are open.

REMOTE DEPOSIT: If you make a deposit using Southern Bank remote deposit services before 6:00 pm on a Business Day that we are open, we will consider that day to be the day of your deposit. However, if you make a deposit after 6:00 pm on a business day or at any time on a nonbusiness day, we will consider that deposit made on the next Business Day we are open. A deposit made through Southern Bank remote deposit services on a Saturday at any time will be considered to be made on the next Business Day we are open.

AVAILABILITY SCHEDULE

Our policy is to make funds from your cash and check deposits available to you on the first Business Day after the day we receive your deposit. Electronic direct deposits will be available on the day we receive the deposit. Once the funds are available, you can withdraw them in cash and we will use them to pay checks that you have written.

HOLDS ON OTHER FUNDS FOR CHECK CASHING

If we cash a check for you that is drawn on another financial institution, we may withhold the availability of a corresponding amount of funds that are already in your account. Those funds will be available at the time funds from the check we cashed would have been available if you had deposited it and we decided to delay availability on the deposit.

HOLDS ON OTHER FUNDS IN ANOTHER ACCOUNT

If we accept for deposit a check that is drawn on another financial institution, we may make funds from the deposit available for withdrawal immediately but delay your availability to withdraw a corresponding amount of funds that you have on deposit in another account with us. The funds in the other account would then not be available for withdrawal until the time periods that are described elsewhere in this disclosure for the type of check that you deposited and we decided to delay availability on the deposit.

LONGER DELAYS MAY APPLY

In some cases, we will not make all of the funds that you deposit by check available to you according to the previously stated availability schedule. Depending on the type of check that you deposit, funds may not be available until the first Business Day after the day of your deposit the first \$300.00 of your deposits, however, may be available on the first Business Day after the day of deposit.

If we are not going to make all of the funds from your deposit available to you according to the previously stated availability schedule, we will notify you at the time you make your deposit. We will also tell you when the funds will be available. If your deposit is not made directly to one of our employees, or if we decide to take this action after you have left the premises, we will mail you the notice by the day after we receive your deposit. If you will need the funds from a deposit right away, you should ask us when the funds will be available.

Funds you deposit by check may be delayed for a longer period under the following circumstances: (a) if we believe a check you deposit will not be paid; (b) if you deposit checks totaling more than \$5,600 on anyone day; (c) if you redeposit a check that has been returned unpaid; (d) if you have overdrawn your account repeatedly in the last six months; or (e) if an emergency condition arises that would not enable us to make the funds available to you, such as the failure of computer or communications equipment.

We will notify you if we delay your availability to withdraw funds for any of these reasons, and we will tell you when the funds will be available. They will generally be available no later than the seventh Business Day after the day of your deposit. If you will need the funds from a deposit right away, you should ask us when the funds will be available.

SPECIAL RULES FOR NEW ACCOUNTS

If you are a new customer, the following special rules may apply during the first 30 days your account is opened. Funds from electronic direct deposits to your account will be available on the day we receive the deposit. Funds from deposits of cash, wire transfers, and the first \$5,600 of a day's total deposits of cashier's, certified, teller's, travelers, and federal, state and local government checks will be available on the first Business Day after the day of deposit if the deposit meets certain conditions. For example, the checks must be payable to you (and you may have to use a special deposit slip). The excess over \$5,600 will be available on the ninth Business Day after the day of your deposit. If your deposit of these checks (other than a U.S. Treasury check) is not made in person to one of our employees, the first \$5,600 will not be available until the second Business Day after the day of deposit.

Funds from all other check deposits will be available on the ninth Business Day after the day of your deposit.

ADDITIONAL DEPOSIT INFORMATION

Disclosure Regarding "Wholesale Credit" Transactions subject to Uniform Commercial Code Article 4A

Provisional Payment:

Credit is given by us to you with respect to an automated clearing house credit entry is provisional until we receive final settlement for such entry through the Federal Reserve Bank. If we do not receive such final settlement, you are hereby notified and agree that we are entitled to a refund of the amount credited to you in connection with such entry and the party making payment to you via such entry shall not be deemed to have been paid you in the amount of such entry.



ADDRESS SERVICE REQUESTED

Statement Ending 05/31/2021

Page 1 of 6

Customer Number:XX0

Managing Your Accounts

	Branch Name	Southern Bank - Kimberling City
	Phone Number	417-739-1161
	Toll Free	1-855-452-7272
	Telebanking	877-448-8444

Summary of Accounts

Account Type	Account Number	Ending Balance
SM Bus Interest	XXXXXX	\$416,371.86

SM Bus Interest-XXXXXXXX9656

Account Summary

Date	Description	Amount
05/01/2021	Beginning Balance	\$314,340.55
	6 Credit(s) This Period	\$327,374.53
	48 Debit(s) This Period	\$225,343.22
05/31/2021	Ending Balance	\$416,371.86

Interest Summary

Description	Amount
Annual Percentage Yield Earned	0.15%
Interest Days	31
Interest Earned	\$0.00
Interest Paid This Period	\$37.61
Interest Paid Year-to-Date	\$68.15
Minimum Balance	\$142,919.40
Average Ledger Balance	\$295,229.70
Average Available Balance	\$0.00

Deposits

Date	Description	Amount
05/24/2021	Deposit	\$320,459.42
05/26/2021	Wire Fee Rev	\$20.00
05/26/2021	Wire Fee Rev	\$20.00
05/26/2021	INCOMING WIRE FCS OF AMERICA Wires	\$5,822.50
05/31/2021	Accr Earning Pymt Added to Account	\$37.61

Electronic Credits

Date	Description	Amount
05/07/2021	ACH Deposit FLEX0004954821 EDI PYMNTS EDI	\$1,015.00

Electronic Debits

Date	Description	Amount
05/04/2021	ACH Payment PAYROLL PAYROLL	\$697.60
05/04/2021	ACH Payment PAYROLL PAYROLL	\$1,262.43



**THIS FORM IS PROVIDED TO HELP YOU BALANCE
YOUR STATEMENT**

BEFORE YOU START-

WITHDRAWALS OUTSTANDING -
NOT CHARGED TO ACCOUNT

[illegible]

PLEASE BE SURE YOU HAVE ENTERED IN YOUR REGISTER ALL
AUTOMATIC TRANSACTIONS SHOWN ON THE FRONT OF YOUR
STATEMENT.

YOU SHOULD HAVE ADDED
IF ANY OCCURRED:

1. Loan advances.
2. Credit memos.
3. Other automatic deposits.

YOU SHOULD HAVE SUB-TRACTED IF ANY OCCURRED:

1. Automatic loan payments.
2. Automatic savings transfers.
3. Service charges.
4. Debt memos.
5. Other automatic deductions and payments.

BALANCE SHOWN
ON THIS STATEMENT

ADD

DEPOSITS NOT SHOWN
ON THIS STATEMENT
(IF ANY)

TOTAL

SUBTRACT -

WITHDRAWALS
OUTSTANDING

BALANCE

SHOULD AGREE WITH YOUR REGISTER
BALANCE AFTER DEDUCTING SERVICE CHARGE
(IF ANY) SHOWN ON THIS STATEMENT.

Please examine immediately and report if incorrect. If no reply is received within 60 days the account will be considered correct.

IN CASE OF ERRORS OR QUESTIONS ABOUT YOUR ELECTRONIC TRANSFERS

IN CASE OF ERRORS OR QUESTIONS ABOUT YOUR ELECTRONIC TRANSFERS
In case of errors or questions about your electronic transfers telephone us at the phone number listed on the front, or write us at the address listed on the front as soon as you can, if you think your statement or receipt is wrong or if you need more information about a transfer listed on the statement or receipt. We must hear from you no later than 60 days after we sent the FIRST statement on which the problem or error appeared.

- (1) Tell us your name and account number (if any).
- (2) Describe the error or the transfer you are unsure about, and explain as clearly as you can why you believe it is an error or why you need more information.
- (3) Tell us the dollar amount of the suspected error.

We must hear from you no later than 60 days after we sent you the FIRST statement on which the error or problem appeared. If no reply is received within 60 days, the account will be considered correct. We will investigate your complaint and will correct any error promptly. If we take more than 10 business days to do this, we will recredit your account for the amount you think is in error, so that you will have use of the money during the time it takes us to complete our investigation.

DEMAND DEPOSIT LOAN ACCOUNT SUMMARY OF RIGHTS

You remain obligated to pay the parts of your bill not in dispute, but you do not have to pay any amount in dispute during the time it takes to resolve the dispute. During that same time, no action can be taken to collect disputed amounts as delinquent. This is a summary of your rights; a full statement of your rights and our responsibilities under the Federal Fair Credit Act will be sent to you both upon request and in response to a billing error notice.

Your Demand Deposit Loan Account is operated in conjunction with your checking account. Any charges for your checking account will be made to the checking account and they will be the same charges as are made for checking accounts not operated in conjunctions with Demand Deposit Loan Accounts. The following information thus applies only to loans made to you under your Demand Deposit Loan Account line of credit.

The **FINANCE CHARGE** is computed on the principal balance each day by application of the daily periodic rate. The minimum periodic payment required is shown on front of this statement and will be automatically deducted from your checking account at the end of each billing cycle normally thirty (30) days. You may pay off your Demand Deposit Loan Account loan balance at any time, or make voluntary additional payments. Payments shall be applied, first to any unpaid **FINANCE CHARGES**, and second, to the principal loan balance outstanding in your Demand Deposit Loan Account. Periodic statements may be sent to you at the end of each billing cycle showing your Demand Deposit Loan Account loan transactions.

Send payments and inquiries to the address at the bottom of this statement.

NOTE: Payments received after close of business shall be deemed received on the following business day for purposes of crediting your account.



Southern —BANK—

2991 Oak Grove Road
P.O. Box 520
Poplar Bluff, MO 63901-0520
1-855-4KASASA
www.bankwiththesouth.com



**Southern
BANK**

Strong Roots. Strong Branches.
2991 Oak Grove Road Poplar Bluff, MO 63901

Statement Ending 05/31/2021

Page 3 of 6

Customer Number:XXXXXX

SM Bus Interest-XXXXXX (continued)

Electronic Debits (continued)		Amount
Date	Description	
05/10/2021	ACH Payment IRS USATXPYMT	\$1,938.43
05/11/2021	ACH Payment PAYROLL PAYROLL	\$1,140.46
05/11/2021	ACH Payment PAYROLL PAYROLL	\$1,262.44
05/13/2021	ACH Payment IB Billpay Serv FEES	\$6.95
05/17/2021	ACH Payment CHASE CREDIT CRD EPAY	\$2,793.14
05/18/2021	ACH Payment PAYROLL PAYROLL	\$769.73
05/18/2021	ACH Payment PAYROLL PAYROLL	\$1,262.43
05/21/2021	ACH Payment Specialty Risk M Payment	\$448.82
05/25/2021	ACH Payment PAYROLL PAYROLL	\$793.04
05/25/2021	ACH Payment PAYROLL PAYROLL	\$1,262.43

Other Debits		Amount
Date	Description	
05/18/2021	OUTGOING WIRE HAMER FISCHBEIN LLC Wires	\$4,892.50
05/18/2021	OUTGOING WIRE CARRIER VIBRATING EQUIPMENT INC Wires	\$5,235.50
05/18/2021	OUTGOING WIRE PATTERSON FAN COMPANY Wires	\$8,131.05
05/18/2021	OUTGOING WIRE PATZ CORPORATION Wires	\$10,978.77
05/18/2021	OUTGOING WIRE MOISTTECH CORPORATION Wires	\$14,782.50
05/18/2021	OUTGOING WIRE C&W TECHNICAL SALES INC Wires	\$22,813.00
05/18/2021	OUTGOING WIRE GEELEN COUNTERFLOW Wires	\$25,238.50
05/18/2021	OUTGOING WIRE MMI GRAIN STORAGE Wires	\$31,066.90
05/18/2021	OUTGOING WIRE HAMER FISCHBEIN LLC Wires	\$31,353.50
05/18/2021	WIRE FEES HAMER FISCHBEIN LLC Wires	\$20.00
05/18/2021	WIRE FEES HAMER FISCHBEIN LLC Wires	\$20.00
05/18/2021	WIRE FEES HAMER FISCHBEIN LLC Wires	\$20.00
05/18/2021	WIRE FEES CARRIER VIBRATING EQUIPMENT INC Wires	\$20.00
05/18/2021	WIRE FEES MOISTTECH CORPORATION Wires	\$20.00
05/18/2021	WIRE FEES C&W TECHNICAL SALES INC Wires	\$20.00
05/18/2021	WIRE FEES PATTERSON FAN COMPANY Wires	\$20.00
05/18/2021	WIRE FEES MMI GRAIN STORAGE Wires	\$20.00
05/18/2021	WIRE FEES PATZ CORPORATION Wires	\$20.00

SM Bus Interest-XXXXXXXXX9656 (continued)**Other Debits (continued)**

Date	Description	Amount
05/18/2021	WIRE FEES GEELIN COUNTERFLOW Wires	\$75.00
05/24/2021	OUTGOING WIRE SUDENGA INDUSTRIES INC Wires	\$3,964.60
05/24/2021	OUTGOING WIRE FARM CREDIT SERVICES OF AMERICA Wires	\$5,822.50
05/24/2021	OUTGOING WIRE MMI GRAIN STORAGE Wires	\$16,147.00
05/24/2021	WIRE FEES SUDENGA INDUSTRIES INC Wires	\$20.00
05/24/2021	WIRE FEES MMI GRAIN STORAGE Wires	\$20.00
05/24/2021	WIRE FEES FARM CREDIT SERVICES OF AMERICA Wires	\$20.00
05/25/2021	OUTGOING WIRE FARM CREDIT SERVICES OF AMERICA Wires	\$5,822.50
05/25/2021	WIRE FEES FARM CREDIT SERVICES OF AMERICA Wires	\$20.00
05/26/2021	WIRE FEES FCS OF AMERICA Wires	\$15.00

Checks Cleared

Check Nbr	Date	Amount	Check Nbr	Date	Amount	Check Nbr	Date	Amount
4309	05/03/2021	\$1,000.00	4315*	05/19/2021	\$1,000.00	4320*	05/26/2021	\$10,000.00
4310	05/03/2021	\$1,000.00	4316	05/19/2021	\$1,000.00	4321	05/26/2021	\$9,000.00
4311	05/03/2021	\$1,000.00	4318*	05/19/2021	\$1,000.00	995017*	05/06/2021	\$126.50

* Indicates skipped check number

Daily Balances

Date	Amount	Date	Amount	Date	Amount
05/01/2021	\$314,340.55	05/11/2021	\$305,927.69	05/24/2021	\$437,384.72
05/03/2021	\$311,340.55	05/13/2021	\$305,920.74	05/25/2021	\$429,486.75
05/04/2021	\$309,380.52	05/17/2021	\$303,127.60	05/26/2021	\$416,334.25
05/06/2021	\$309,254.02	05/18/2021	\$146,368.22	05/31/2021	\$416,371.86
05/07/2021	\$310,269.02	05/19/2021	\$143,368.22		
05/10/2021	\$308,330.59	05/21/2021	\$142,919.40		

Overdraft and Returned Item Fees

	Total for this period	Total year-to-date
Total Overdraft Fees	\$0.00	\$0.00
Total Returned Item Fees	\$0.00	\$0.00



Southern BANK

Strong Roots. Strong Branches.

2991 Oak Grove Road Poplar Bluff, MO 63901

Statement Ending 05/31/2021

Page 5 of 6

Customer Number: XXXXXXXX

CREDIT TRANSACTIONS INITIALS 151 DATE 05/24/21

DATE	DESCRIPTION	AMOUNT
05/24/21	151 - Opening Deposit	\$ 320,459.42

15100=00091

#0000 05/24/2021 \$320,459.42

CREDIT TRANSACTIONS INITIALS 79 DATE 5/26/21

DATE	DESCRIPTION	AMOUNT
5/26/21	79 - Opening Deposit	\$ 20.00

15100=00091

#0000 05/26/2021 \$20.00

CREDIT TRANSACTIONS INITIALS 079 DATE 05/26/21

DATE	DESCRIPTION	AMOUNT
05/26/21	079 - Opening Deposit	\$ 20.00

15100=00091

#0000 05/26/2021 \$20.00

CHECK #4309 DATE 4/14/21 \$ 1,000.00

PAY TO THE ORDER OF one thousand dollar & 00/100

MEMO Loan Payment

#004309# 1281573259

#4309 05/03/2021 \$1,000.00

CHECK #4310 DATE 4/19/21 \$ 1,000.00

PAY TO THE ORDER OF one thousand dollar & 00/100

MEMO Loan Payment

#004310# 1281573259

#4310 05/03/2021 \$1,000.00

CHECK #4311 DATE 4/26/21 \$ 1,000.00

PAY TO THE ORDER OF one thousand dollar & 00/100

MEMO Loan Payment

#004311# 1281573259

#4311 05/03/2021 \$1,000.00

CHECK #4315 DATE 5/10/21 \$ 1,000.00

PAY TO THE ORDER OF one thousand dollar & 00/100

MEMO Loan Payment

#004315# 1281573259

#4315 05/19/2021 \$1,000.00

CHECK #4316 DATE 5/10/21 \$ 1,000.00

PAY TO THE ORDER OF one thousand dollar & 00/100

MEMO Loan Payment

#004316# 1281573259

#4316 05/19/2021 \$1,000.00

CHECK #4318 DATE 5/17/21 \$ 1,000.00

PAY TO THE ORDER OF one thousand dollar & 00/100

MEMO Loan Payment

#004318# 1281573259

#4318 05/19/2021 \$1,000.00

CHECK #4320 DATE 5/26/21 \$ 10,000.00

PAY TO THE ORDER OF ten thousand dollar & 00/100

MEMO Owner Investment

#004320# 1281573259

#4320 05/26/2021 \$10,000.00

REPORT OF CONDITION

of the

SOUTHERN BANK

of

POPLAR BLUFF

Name of Bank

City

in the state of Missouri at the close of business on

March 31

2021

Statement of Resources and Liabilities

ASSETS

Cash and balances due from depository institutions

Thousands of dollars

Noninterest-bearing balances and currency and coin

38,742

Interest-bearing balances

199,132

Securities:

Held-to-maturity securities

Available-for-sale securities

190,384

Federal funds sold

Securities purchased under agreements to resell

Loans and lease financing receivables:

Loans and leases, net of unearned income

2,170,112

LESS: Allowance for loan and lease losses

35,227

LESS: Allocated transfer risk reserve

Loans and leases, net of unearned income, allowance, and reserve

2,134,885

Assets held in trading accounts

Premises and fixed assets (including capitalized leases)

63,806

Other real estate owned

2,651

Investments in unconsolidated subsidiaries and associated companies

Customers' liability to this bank on acceptances outstanding

Intangible assets - Includes Goodwill of

0

8,217

Other assets

80,863

Total assets

2,718,680

LIABILITIES

Deposits:

In domestic offices

2,369,902

Noninterest-bearing

387,949

Interest-bearing

1,981,953

In foreign offices, Edge and Agreement subsidiaries and IBFs

0

Noninterest-bearing

Interest-bearing

Federal funds purchased

Securities sold under agreements to repurchase

0

Demand notes issued to the U.S. Treasury

Trading liabilities

Other borrowed money:

With original maturity of one year or less

29,531

With original maturity of more than one year

33,250

Mortgage indebtedness and obligations under capitalized leases

Bank's liability on acceptances executed and outstanding

Subordinated notes and debentures

Other liabilities

12,924

Total liabilities

2,445,607

Limited-life preferred stock and related surplus

EQUITY CAPITAL

Perpetual preferred stock and related surplus

Common stock

1

Surplus (excluding all surplus related to preferred stock)

167,694

Undivided profits and capital reserves

102,983

Net unrealized holding gains (losses) on available-for-sale securities

2,395

Cumulative foreign currency translation adjustments

Total equity capital

273,073

Total liabilities, limited-life preferred stock, and equity capital

2,718,680

I, MATTHEW FUNKE

Name

CHIEF FINANCIAL OFFICER

Title

of the above-named bank do hereby declare that this Report of Condition is true and correct to the best of my knowledge and belief.



June 8, 2021

Christian County Commission
Ralph Phillips, Presiding Commissioner
100 W Church Street, Room 100
Ozark, MO 65721

Greetings, Commissioners & County Officials:

RE: Request for Depository Banking Services

Thank you for the invitation to provide a depository services proposal.

We respectfully decline the opportunity to participate in the bidding process.

We wish you success in selecting a depository financial institution, and hope you will retain Great Southern Bank on your solicitation list for future opportunities.

Respectfully,


Bonnie S Watkins
Treasury Management Officer



GREAT SOUTHERN BANK

PO Box 9009
Springfield, MO 65808-9009

RECEIVED

JUN 10 2021

CHRISTIAN COUNTY
COMMISSION

Christian County Commission
Ralph Phillips, Presiding Commissioner
100 W Church Street, Room 100
Ozark, MO 65721

Presort
First Class Mail
Domestic Price



ZIP 65803
02 4M



U.S. POSTAGE

RFP - Presiding Commissioner

6/10/2021

9:00 AM



Today's Date: 06/09/2021	Notification Due Date and Time: 06/25/2021 at 5pm
To Be Delivered/Completed No Later Than:	Project: CC HCH – Clerk's Office Storage Area Flooring
Project Mailing Address: 100 W. Church St., Room 100 Ozark, MO 65721	Delivery/Project Location: 100 W. Church St. #304 Ozark, MO 65721

Work Plan Description:

Skim coat and prep existing concrete floor (approx. 12'x28') to smooth out for installation of vinyl plank.
Installation of 6ml glue down vinyl plank flooring (approx. 336 sq. ft.).

Labor:

	Manager/Carpenter	Rate	No. of Crew	No. of Hours ea	Total
Regular Time	Journeyman	\$35.00	2	12	\$840.00
Regular Time	Foreman	\$40.00	1	6	\$240.00

Material:

Qty	Material Type	Amount
1	Floor patch, glue, approx. 336 sq. ft. of 6ml vinyl plank flooring and misc. materials	\$656.08

Guaranteed Not-To-Exceed Price to Complete this Project: \$ 1,736.08



Today's Date: 06/08/2021	Notification Due Date and Time: 06/25/2021 at 5pm
To Be Delivered/Completed No Later Than:	Project: CC HCH – Clerk's Office Storage Area Suspended Ceiling & Lights
Project Mailing Address: 100 W. Church St., Room 100 Ozark, MO 65721	Delivery/Project Location: 100 W. Church St. #304 Ozark, MO 65721

Work Plan Description:

Removal of (3) existing 8' led strip lights.
Provide & install (6) new 2'x4' led flat panel light fixtures in new suspended ceiling.
Provide & install new suspended ceiling in approx. 28'x12' area.

Labor:

	Manager/Carpenter	Rate	No. of Crew	No. of Hours ea	Total
Regular Time	Journeyman	\$35.00	2	16	\$1,120.00
Regular Time	Foreman	\$40.00	1	9	\$360.00
Regular Time	Electrician	\$50.00	1	9	\$450.00

Material:

Qty	Material Type	Amount
1	(6) led 2'x4' flat panel lights, wire and misc. electrical materials	\$584.10
1	Wall angle, main beams, 2' cross tees, 4' cross tees, ceiling tiles, grid wires, rivets, tapcons and misc. ceiling materials	\$703.48

Guaranteed Not-To-Exceed Price to Complete this Project: \$ 3,217.58

No 6505

Pink - Department Copy



Devan Custom Creations

P.o. Box 432
Ozark, MO 65721
ph: 417-485-4883
ph2: 417-234-4332
devancustomcreations@yahoo.com

Jan 24, 2011

Kay Brown
100 W. Church
Ozark, MO 65721
417-581-6330
kaybrown@Christiancountymmo.gov

Item	Qty		Price Ea.	Extended Price
Paint	5	gal	35.00	175.00
additional supplies			50.00	50.00
labor to paint all walls in areas discussed			425.00	425.00
fasten and clean up existing baseboard			125.00	125.00
replace 1 ceiling tile			30.00	30.00
remove all fasteners, fill holes and repair cracks			125.00	125.00
			Sub Total	\$ 930.00
			Tax (0%)	\$ 0.00
			Total	\$ 930.00

PREP RIGHT

JERRY DYKE
(17) 831-0583

Painting and Power Washing
Workers' Comp & Liability Insurance
Painting Springfield since 1987

CELL (417) 224-5988

Job Name County Commission of Christian county
Address 100 W. Church Rm 206
contact Norma Ryan
phone _____

date 1/23/11

Large office - Repair Damage on North + West wall prime, patch & Apply Sand texture To match other walls and paint	
All other walls Repair holes CAULK + paint.	
1st coat	\$ 840.00
2nd coat	\$ 700.00
Wood Work - Windows, Doors & Base - Sand, Stain and Varnish one coat	
	\$ 1475.00
Remove paint from base in 3 Locations	
	\$ 200.00
paint wood work - Sand, prime CAULK + paint	
	\$ 1,800.00

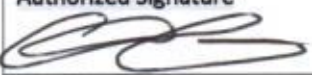
terms

(38) Declaration:

The vendor hereby declares understanding, agreement and certification of compliance to provide the items and/or services, at the prices quoted, in accordance with all terms and conditions, requirements, and specifications of this original invitation to bid. The vendor further agrees that upon receipt of an authorized purchase order from the Christian County Commission or when a Notice of Award is signed and issued by the Commission, a binding contract shall exist between the vendor and Christian County.

Signature required below confirming understanding of this statement.

Doing Business as (DBA) Name <i>City Wide Construction Products</i>	Legal Name of Entity/Individual Filed with IRS for this Tax ID No. <i>City wide Construction Products</i>
Mailing Address <i>1948 N. West Bypass</i>	IRS Form 1099 Mailing Address <i>1948 N West Bypass</i>
City, State, Zip Code <i>Springfield, Mo. 65803</i>	City, State, Zip Code <i>Springfield, Mo 65803</i>

Contact Person <i>Anita Green</i>	Email Address <i>anita.green@citywidemr.com</i>
Phone number <i>417-831-4616</i>	Fax number <i>417-831-7270</i>
Authorized Signature 	Date <i>6/7/2021</i>
Printed Name <i>Caleb Cotner</i>	Title <i>Sales Manager</i>

List three (3) business references:

1st

Company Name Springfield Ready Mix Representative Name Aaron Harker,

2836 W division st spfld Mo 65802
Address City State Zip

417-862-9203 417-866-1666
Business Phone Business Fax Cellular Phone

email address if available

2nd

Company Name Missouri Commercial Representative Name David Calhoun

1948 N. West by pass spfld Mo 65803
Address City State Zip

417-863-4616
Business Phone Business Fax Cellular Phone

email address if available

3rd

Company Name Lex Smith Oil Representative Name Lex Smith

2321 N. West by pass spfld Mo 65803
Address City State Zip

417-866-1966
Business Phone Business Fax Cellular Phone

email address if available

(39) Contact Information:

Any additional information desired may be requested by mail to the address listed, or by telephone to 417-582-4300. Information requests may also be e-mailed to countycommission@christiancountymo.gov. This e-mail address is for information requests only and shall not be used for submission of proposals or modifications to proposals. Such submissions will be rejected and deleted without notification to the sending party.

Thank you for your consideration of this Invitation to Bid. We appreciate your participation in the bidding process.

CHRISTIAN COUNTY COMMISSIONERS

Ralph Phillips, Presiding Commissioner

Hosea Bilyeu, Western Commissioner

Lynn Morris, Eastern Commissioner

Bid Specifications

The Christian County Commission is accepting bids for the following products and services: Concrete Materials. The Christian County Commission reserves the right to refuse or reject any and all bids and waive any formality or irregularity in any bid received. The Commission reserves the right to make awards to other than the low bidder, or multiple bidders, if such award(s) is deemed to be in the county's best interest.

Companies that contract with Christian County are required to provide goods and services on this bid. They must have proof of insurance and a notarized statement that the company is complying with Federal Department of Transportation Regulation 49 CFR Part 40 (random drug and alcohol testing of personnel in safety sensitive positions). Material and Performance Bonds may be required at the time of individual project award.

The Christian County Commission would like to express their appreciation in taking the time and work to participate in the bid letting process. Thank you for all your work and support in making Christian County a better place to live and work.

CONCRETE MATERIALS BID

Material Specifications: Mix design shall meet Missouri Standard Specifications for Highway Construction, latest addition. A mix design may be required to be submitted to the County prior to the purchase of any materials.

Item Description	Alternate Name*	Unit	Unit Price
Precast Concrete Blocks (Full)		EA	\$ 45.00
Precast Concrete Blocks (Half)		EA	\$ 45.00
River Sand Mix (3000 PSI)		CY	\$ 124.20
River Sand Mix (3500 PSI)		CY	\$ 125.20
River Sand Mix (4000 PSI)		CY	\$ 127.20
Manufactured Stone Sand Mix (2000 PSI)		CY	\$ 119.30
Manufactured Stone Sand Mix (2500 PSI)		CY	\$ 121.30
Manufactured Stone Sand Mix (3000 PSI)		CY	\$ 123.30
Manufactured Stone Sand Mix (3500 PSI)		CY	\$ 125.30
Winter Service Add'l Charge (11/1 thru 3/15)		CY	\$ 5.00
Minimum Load Add'l Charges (Less than 2 CY)	1-2 1/2 yds	LS	\$ 120.00
Minimum Load Add'l Charges (Less than 3 CY)	3-3 1/2 yds	LS	\$ 70.00
Minimum Load Add'l Charges (Less than 4 CY)	4-4 1/2 yds	LS	\$ 35.00
Fuel Surcharge	Please attach separate sheet		

*Christian County understands that not every company refers to their products with the same name even though they meet the same specifications. Please provide name of item as it will appear on the delivery tickets and/or invoices. A failure to provide a ticket/invoice that does not match the bid may result in a delayed payment.

FINAL MANDATORY COMPLIANCE CHECKLIST:

Please use the below table to ensure your bid is fully compliant before you seal it for submission. If you have any questions regarding any of these items, please call:

Madi Hires
(417) 582-4300
countycommission@christiancountymo.gov

FINAL COMPLIANCE CHECKLIST	(✓)
I am submitting my bid prior to the specified deadline. (Page 2, Section 2)	
I understand that if I hand-deliver my bid to the Christian County Courthouse, I will need to go through a security checkpoint. This may take extra time.	
I understand that no faxed or electronically transmitted bids will be accepted. (Page 2, Section 1)	
I have filled out, signed, and dated the declaration page, and I understand that failure to do so will result in rejection of my bid. (Page 11, Section 38)	
I am including one (1) unbound original and one (1) copy of my bid.	
I am enclosing my bid in a sealed envelope, and I am marking the envelope "SEALED BID – DO NOT OPEN". (Page 2, Section 1)	
I am indicating on the envelope the good/service that I am bidding on.	



2836 W. DIVISION
SPRINGFIELD, MO 65802
PH: (417) 862-9203 FAX: (417) 866-1666

PRICE QUOTATION

To: Christain County Commision

Date: June 7, 2021

Attn: Estimating Department

Phone: (417) 582-4300

Fax:

Project: Annual Contract for Concrete Materials - Christian County

We are pleased to have the opportunity to submit the following prices for concrete delivered to your project referenced above. Mixes listed as priced may contain air entraining admixture when appropriate. Other additives are priced seperately. Requested changes to mixes may result in price adjustments accordingly. Special pricing and procurement considerations may be required for specialty products not normally kept in stock. Please call our office if you need additional prices or information. This price quotation is extremely confidential and is intended only for the company listed above.

MIX	DESCRIPTION	MATERIAL COST	+ DELIVERY CHARGE	= PRICE PER YARD	PRICE WITH DISCOUNT
MODOT CLASS B	MODOT CLASS B	\$107.20	+	\$20.00	= \$127.20 \$120.84
MODOT CLASS B-1	MODOT CLASS B-1	\$112.20	+	\$20.00	= \$132.20 \$125.59
MODOT CLASS B-2	MODOT CLASS B-2	\$120.00	+	\$20.00	= \$140.00 \$133.00
MODOT CLASS PCCP	MODOT CLASS PCCP	\$110.50	+	\$20.00	= \$130.50 \$123.98
MODOT 8 SACK	MODOT 8 SACK	\$115.20	+	\$20.00	= \$135.20 \$128.44

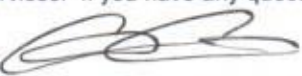
"R" denotes riversand fine aggregate. "L" denotes limestone sand fine aggregate. All mixes may contain blends of fine aggregates.

Special Considerations:

- * 5% Discount is allowed only for prompt payment.
- * Price quote good for 30 days from date of quotation. Prices subject to approved credit account.
- * Portland Cement is Type I/II only. Mixes shown above contain Class C Flyash. If Class C Flyash is removed and straight cement is used, add \$6.00 per CY per mix.
- * Coarse Aggregate is ASTM C33 crushed limestone. Fine aggregate is ASTM C33 natural Missouri riversand and ASTM C33 crushed limestone sand.
- * Shortload Fee: 1 - 2½ CY = \$120
- * Shortload Fee 3 - 3½ CY = \$70
- * Shortload Fee: 4 - 4½ CY = \$35
- * No Shortload Fee for orders 5 CY and greater.
- * "Order-Back" loads will be only delivered without Shortload Fees on orders over 8 CY.
- * Loads will only be batched in ½ CY increments, and at a minimum of 1 CY.
- * Color Clean-Up Fee of \$25 per truck for loads with color added.
- * Truck Time: 1st 30 minutes included, \$60 per hour per truck thereafter billed in ¼-Hour increments.
- * Night & Weekend Mobilization Fee (loads batched from 6:30pm - 5:30am M-Th, & After 6:30pm Fri) add \$950 flat fee. Minimum Night/Weekend order = 40 CY.
- * No Sunday deliveries.
- * Winter Service Fee for heated water: Add \$5.00 per cubic yard Nov.1 thru Mar. 15.
- * If cooling procedures are required, we will sprinkle stockpiles. Any other cooling measures will be the responsibility of the contractor to notify Springfield Ready Mix at least 5 business days in advance when cooling measures are required. Ice added to concrete for hot weather conditions, add \$28.00 per CY.
- * Calcium Chloride Accelerating Admixture is \$1 per 0.5% per CY (example: 1.5% = \$3 per CY)
- * Non-Chloride Accelerating Admixture: Add \$6.90 for 1%
- * Set Retarding Admixture: Add \$4.90 per CY.
- * WRA (Water-Reducing Admixture): Add \$6.70 per CY. WRA may be required to achieve necessary workability.
- * Synthetic Fibers: Add \$7.25 per bag of fiber per CY (1 to 1.5 lbs per CY - Polypropylene or Buckeye Fibers).
- * Solomon SGS Integral Color is \$75 per bag of color for most colors. Typical dosage is 1 bag of color per 1 CY.
- * Environmental Fee (NO JOBSITE WASHOUT) \$25.00 per load
- * Helix Fiber Clean Up Fee: \$200.00 per load
- * We are committed to quality service to all of our customers, both large and small. As such, we ask for at least 2 business day advance notice for scheduling orders.
- * If the project is tax exempt, proper certification must be submitted or sales tax will be charged on the project.

Thank you for your consideration of our services. If you have any questions, please call our office at 417-862-9203.

Respectfully Submitted,


Calob Cotner, Sales Manager
Springfield Ready Mix Co.

Ph: (417) 862-9203
Fx: (417) 866-1666

Concrete is our Product -- Quality and Service is our Product

Christian County Commission



Invitation to Bid/Request for Proposal

REQUESTED: Invitation to Bid: Annual Contract for Concrete Materials

CONTACT: Christian County Commission

PHONE: (417)582-4300

EMAIL: countycommission@christiancountymo.gov

RETURN BID NO LATER THAN: 8:45am

BID OPENING DATE: May 27, 2021

BID OPENING TIME: 9:00am

RETURN BID TO: Christian County Commission
100 West Church Street, Room 100
Ozark, Missouri 65721

NOTE: Please provide one (1) unbound original and one (1) copy of your detailed bid proposal.

The bidder hereby declares understanding, agreement, and certification of compliance to provide the items and/or services, at the prices quoted, in accordance with all requirements and specifications contained herein and the Terms and Conditions for this proposal. The bidder further agrees that the language of this RFP shall govern in the event of a conflict with his/her bid. The bidder further agrees that upon receipt of an authorized purchase order from the Christian County Commission or when an Agreement for Contract Services is certified by the Christian County Auditor, a binding contract shall exist between the Bidder and the County of Christian, State of Missouri.

Christian County maintains a list of vendors interested in bidding on products and services for Christian County. It is the vendor's responsibility to update contact information. Vendors are removed from the list if they are invited to bid, but do not participate. The Christian County Commission office is not obligated to send invitations to vendors. Due to the volume of request and postage costs, the Commission Office does not send bids to all interested vendors. Christian County fulfills its legal requirements by posting a notice in the local paper.

(1) SUBMITTAL INSTRUCTIONS:

Please print the due date on the outside of the package and return this entire document with your bid submission. Mark your sealed envelope "BID DOCUMENTS – DO NOT OPEN". Sealed bids must be received at the Christian County Commission by the return date and time. No bid transmitted by fax machine or email will be accepted. Bids are opened in public meetings on the opening date and time specified above. Any interested persons may attend. Bids must be delivered no later than fifteen (15) minutes before bid opening time mentioned above. If the Commission office receives a container which is not identifiable as a bid/proposal, the container will be opened in order to determine the contents. If the contents are determined to be a bid/proposal, the container will be resealed and the date and time received will be noted on the outside. All bids will remain sealed until they are opened and read aloud during the Christian County Commission meeting at the specified time. Bids which are not received in the Commissioner's Office at least 15 minutes prior to bid opening date and time shall be considered late, regardless of the degree of lateness, and normally will not be presented or opened, except as stated below. At the time fixed for opening of proposals, the content will be made public for the vendor and other interested persons. Vendors are cautioned to review their bid very carefully. Any additional information, specifications, drawings, etc. should be attached. Bids should be signed and dated. It shall be the responsibility of persons submitting bids to acquire the necessary specifications.

(2) LATE BIDS:

Under extraordinary circumstances, the Commission may authorize the opening of a late bid when the bid was turned over to the physical control of an independent postal or courier service with a promised delivery time prior to the time set for the opening of bids. The County Commission is not responsible for bids sent to the wrong address, faxed, emailed, or received after the cut-off date and time. Remember to address or hand-deliver your bid. Bids will not be accepted by fax or email because we must have the original signed document. Bidders must consider the postal service or courier time schedules when sending their bids and provide ample time for delivery. The following guidelines may be utilized to determine the criteria for an extraordinary circumstance: Christian County offices were closed due to inclement weather conditions, postal or courier services were delayed due to labor strikes or unforeseen "Acts of God", or postal or courier services did not meet the delivery time promised to the vendor. In such case, the vendor must provide written proof that promised delivery time was prior to the time set for the bid opening. All such decisions are at the sole discretion of the Commission.

(3) Bid Withdrawal:

After the bid opening, a vendor may be permitted to withdraw a bid prior to the award at the sole discretion of the County Commissioners if there is a verifiable error in the bid and enforcement of the bid would impose an unconscionable hardship on the vendor. The withdrawal will be considered only after receipt of a written request supporting documentation from the vendor. Withdrawal shall be the vendor's sole remedy for an error other than the obvious clerical error.

(4) Product Samples:

The Commission may request samples for evaluation purposes. Any samples requested must be provided free of charge. Samples which are not destroyed by testing will be returned at the vendor's expense if return of the samples is stipulated in the vendor's bid. Samples submitted by a vendor who receives the award may be kept for the duration of the contract for comparison with shipments received.

(5) Itemization of Proposal:

Vendor must clearly identify in his/her bid and on the pricing worksheet, all components. It is mandatory that vendors submit with their proposal documents, itemization of all goods and services proposed. The breakdown must be itemized by model/part number, description of goods or services, and unit cost.

(6) Minority Business Participation:

Christian County encourages the participation and utilization of minority business enterprises in all projects of the county. Christian County will provide equitable and fair opportunity to minority businesses to submit bids and proposals and to receive an award. By responding to this invitation, the vendor agrees that it does not discriminate on the basis of race, religion, creed, national origin, age, sex or disability, and that it will refrain from any unlawful employment practices.

(7) Communication with County Employees:

Vendors shall not communicate with any county employee regarding this Invitation to bid with the exception of the county contact written on the first page. Vendors shall ensure that no improper, unethical, or illegal relationships or conflict of interest exists between vendor, the county, any employee, officer, director, or principal of vendor or the county and any other party. The county reserves the right to determine the materiality of such relationships, when discovered or disclosed, whether intended or not. The county also reserves the right to decide at its sole discretion whether disqualification of vendor and/or cancellation of award shall result. Such disqualification or cancellation shall be without fault or liability to the county.

(8) Collusion:

By submitting a proposal in response to this invitation to bid, vendor and each person signing on behalf of the vendor, certify under penalty of perjury, that to the best of his/her belief the prices in the proposal were arrived at independently and without collusion, consultation, communication, or agreement for the purpose of restricting competition as to any matter relating to such prices with any other vendor, or any other competitor. Unless otherwise required by law, the prices in the bid have not been knowingly disclosed by vendor, and will not be knowingly disclosed by vendor, prior to opening, directly or indirectly, to any other vendor or competitor. No attempt has been made or will be made by vendor or any other person associated with this invitation to bid, partnership, corporation, or entity to submit or not to submit a proposal in response to this bid for the purpose of restricting competition.

(9) Incurred costs:

The county is not liable for any costs incurred by a vendor in the preparation or production of its proposal or for any work performed prior to the issuance of a valid contract under Missouri law. Such exemption from liability applies whether such costs are incurred by vendor or indirectly through vendors agent, employees, assigns or others, whether related or not to vendor.

(10) For Construction Services:

All on site employees of vendors and sub vendors must complete required safety training. Required safety training is OSHA 10 training. (A ten (10) hour course in construction safety and health taught by an OSHA approved instructor), or similar program at least as stringent as OSHA 10 training. For more information contact the Missouri Division of Labor Standards. Christian County requires documentation showing that the on-site employee/s have completed the required training.

(11) Vendor's Personnel Qualifications:

Christian County reserves the right to approve or disapprove the vendor's personnel providing services for Christian County Government. Christian County also reserves the right to request replacement of any person assigned to provide services. Unless the situation regarding the personnel requires immediate replacement, the vendor shall be allowed at least fourteen (14) days after notification to replace unsatisfactory personnel.

If requested, the vendor shall provide a list of names, social security numbers, and dates of birth for each such personnel who will be providing services at Christian County buildings. In addition, the vendor must notify Christian County of any additions or changes to the list. Christian County reserves the right to accept or reject any of the vendor's personnel assigned to the contract to provide services.

(12) Discount applicable:

Vendor will provide information on any quantity discounts that may apply to the equipment or services utilized in developing their pricing structure. State the length of time the discounts are available post-installation.

(13) Insurance:

The vendor shall understand and agree that Christian County cannot save and hold harmless and or indemnify the vendor or employees against any liability incurred or arising as a result of any activity of the vendor, or any activity of the vendor's employees related to the vendor's performance under the contract. Therefore, the vendor must acquire and maintain adequate liability insurance in the form (s) and amount (s) sufficient to protect Christian County, its agencies, its employees, its clients, and the general public against any such loss, damage and/or expense related to his/her performance under this contract. The vendor shall take out and maintain during the life of the contract comprehensive general liability insurance which names Christian County, Missouri and its elected officials and employees as additional named insureds in an amount sufficient to cover the sovereign immunity limits for public entities as calculated by the Department of Insurance and published annually in the Missouri Register per section 537.610, RSMo. For the life of the contract, vendor shall maintain comprehensive general liability insurance coverage for all claims arising out of a single accident or occurrence of at least \$3,000,000.00 and for any one person in a single accident or occurrence of at least \$500,000.00 Vendor shall maintain during the life of the contract Workers Compensation Insurance for Vendor's employees coverage that shall meet Missouri statutory limits or \$1,000,000 for each accident, whichever is greater. General and other non-professional liability insurance shall include an endorsement that adds Christian County and their respective officials and employees as an additional insured. Self-insurance coverage or another alternative risk financing mechanism may be utilized provided that such coverage is verifiable and irrevocably reliable and Christian County is protected as an additional insured.

(14) Vendor Liability:

The vendor shall be responsible for any and all personal injury (including death) or property damage as a result of the vendor's negligence involving any equipment or service provided under the terms and conditions, requirements and specifications of the contract. In addition, the vendor assumes the obligation to save Christian County, including its agencies, employees, and assignees, from every expense, liability, or payment arising out of such negligent act. The vendor also agrees to hold Christian County including its agencies, employees, and assignees, harmless for any negligent act or omission committed by any subcontractor or other person employed by or under the supervision of the vendor under the terms of the contract. The vendor shall not be responsible for any injury or damage occurring as a result of any negligent act or omission committed by Christian County, including its agencies, employees, and assignees.

(15) Business Compliance:

The vendor must be financially sound and must not be operating under the protection of the United States Bankruptcy Code. The vendor must be in compliance with the laws regarding conducting business in the State of Missouri. The vendor certifies by signing the signature page of this original document and any amendment signature page(s) that the vendor and any proposed subcontractors either are presently in compliance with such laws or shall be in compliance with such laws prior to any resulting contract award. The vendor shall provide documentation of compliance upon request by Christian County. The compliance to conduct business in the state shall include but may not be limited to:

- Registration of business name. (if applicable)
- Certificate of authority to transact business/certificate of good standing. (if applicable)
- Taxes (e.g., city/county/state/federal)
- State and local certifications (e.g. Professions/occupations/activities)
- Licenses and permits (e.g., city/county license, sales permits)

- Insurance (e.g., worker's compensation/unemployment compensation)

(16) Terms and Conditions:

The vendor is cautioned when submitting pre-printed forms containing terms and conditions or other type material to make sure such documents do not contain other terms and conditions which conflict with those of this agreement and its contractual requirements. The vendor agrees that in the event of conflict between any of the vendor's terms and conditions and those contained in this agreement, that this agreement shall govern. Taking exception to Christian County terms and conditions may render a vendor's bid non-responsive and remove it from consideration for award.

Christian County will enter into a one-year agreement.

Christian County has the option of renewing the agreement for **two (2) additional one-year periods**. This process is accomplished by a vote of the County Commissioners each year and a letter notifying vendor of the award.

The Commission will give vendor a 30-day written notice prior to the end of the term whether the county has exercised its option to renew or not.

A binding contract shall consist of: (1) the RFP or invitation to bid, amendments thereto, with RFP bid invitation changes/additions, (2) the vendor's proposal and (3) the County Commission's acceptance of the proposal by "notice of award" or by "purchase order". All Exhibits and Attachments included in the RFP or bid invitation shall be incorporated into the contract by reference.

The contract expresses the complete agreement of the parties and performance shall be governed solely by the specifications and requirements contained therein.

Any changes to the contract, whether by modification and/or supplementation, must be accomplished by a formal contract amendment signed and approved by and between the duly authorized representative of the vendor and the County Commission or by a modified purchase order prior to the effective date of such modification. The vendor expressly and explicitly understands and agrees that no other method and/or no other document, including correspondence from the County Commission, acts, and oral communications by or from any person, shall be used or construed as an amendment or modification to the contract.

(17) Employee Bidding/Conflict of Interest:

Vendors who are elected or appointed officials or employees of Christian County or any political subdivision thereof, serving in an executive or administrative capacity, must comply with sections 105.450 to 105.458, RSMo, regarding conflict of interest. If the vendor or any owner of the vendor's organization is currently an elected or appointed official or an employee of Christian County or any political subdivision thereof, please provide the following information:

- Name and title of the elected or appointed official or employee of Christian County or any Political subdivision.
- What is the percentage of ownership interest in the vendor's organization held by elected or appointed official or employee of Christian County or political subdivision thereof?

(18) Independent Contractor:

The vendor is an independent contractor and shall not represent the vendor or the vendor's employees to be employees of Christian County or an agency of Christian County. The vendor shall assume all legal and financial responsibility for salaries, taxes, FICA, employee fringe benefits, workers compensation, employee insurance, minimum wage requirements, overtime, etc.

(19) Substitutions:

The vendor shall not substitute any item(s) without the prior written approval of the Christian County Commissioners. In the event an item becomes unavailable, the vendor shall be responsible for providing a suitable substitute item. The vendor's failure to provide an acceptable substitute may result in cancellation or termination of the contract. Any item substitution must be a replacement of the contracted item with a product of equal or better capabilities and quality, and with equal or lower pricing. The vendor shall understand that Christian County reserves the right to allow the substitution of any new or different product/system offered by the vendor. Christian County shall be the final authority as to the acceptability of any proposed substitution. Any item substitution shall require a formal contract amendment authorized by Christian County Commissioners prior to Christian County acquiring the substitute item under the contract. The vendor shall not be relieved of substituting a product in the event of manufacturer discontinuation or other reason simply for reasons of unprofitability to the vendor.

(20) Replacement of Damaged Product:

The vendor shall be responsible for replacing any item received in damaged condition at no cost to Christian County. This includes all fuel costs for returning non-functional items to the vendor for replacement.

(21) Prices:

The vendor shall submit firm fixed prices on the Pricing Page. All pricing shall be considered firm for the duration of the contract period. All pricing shall be quoted with all fees included. Vendor's prices must be the lowest offered to any governmental or commercial consumer, under the same terms and conditions.

(22) Fuel charges:

Fuel charges shall be added into the quote for services. However, if the cost of #2 diesel as reported by the Department of Energy internet site and recorded as the "Weekly Retail On-Highway Diesel Prices" for the Midwest Region exceeds \$3.50 per gallon, the vendor will charge no more than 1 ½ % for each \$.10 increase in the recorded cost of fuel above the \$3.50 base line. It is expected, because of the timeliness of the DOE report, the cost of fuel for a prior month shall be used as the basis for a current month's fuel surcharge assessment. January's reported diesel cost shall be used to compute any surcharge for February's services, etc. Vendor agrees that any additional charges related to fuel increases must be agreed upon between vendor and Christian County before implementation by the vendor.

(23) Description of Product:

The vendor should present a detailed description of the product proposed on **the Bid Sheet** in response to this Invitation for Bid. It is the vendor's responsibility to make sure all products proposed are adequately described in order to conduct an evaluation of the bid. At the time fixed for opening of proposals, the content will be made public for the information of the bidder and others interested.

(24) Non-Exclusivity:

The Contract is non-exclusive and shall not in any way preclude the County from entering into similar agreements and/or arrangements to acquire equal or like goods and/or services from other vendors. The County may make multiple awards from a single solicitation document when such awards are in the best interest of the county.

(25) Billing and Payments:

Invoices will be submitted to **Christian County Highway Department, 1106 W Jackson St., Ozark, MO 65721**. It is estimated there are 25 various offices and departments requiring separate billing (if applicable to bid products offered). Vendor shall provide

the department with invoices and statements of accounts on a monthly basis noting any amounts and invoices past due. Invoices should be delivered with the materials and packing slip. Payment will be made within 30 days from receipt of an accurate invoice. Services or goods must be received before payment can be made. The vendor shall submit all reports required herein and a copy of each invoice as supporting documentation with the monthly statement. Other than the payments and reimbursements specified above, no other payments or reimbursements shall be made to the vendor for any reason whatsoever including, but not limited to taxes, shipping charges, insurance, interest, penalties, termination payments, attorney fees, liquidated damages, etc.

Notwithstanding any other payment provision of the contract, if the vendor fails to perform required work or services, fails to submit reports when due, or is indebted to the United States, Christian County may withhold payment or reject invoices under the contract.

Final invoices are due no later than thirty (30) calendar days after the expiration of the contract. Christian County shall have no obligation to pay any invoice submitted after such date. If a request by the vendor for payment or reimbursement is denied, Christian County shall provide the vendor with written notice of the reason(s) for denial.

If the vendor is overpaid by Christian County, upon official notification by Christian County, the vendor shall provide Christian County with a check payable as instructed by Christian County in the amount of such overpayment. The vendor shall submit the overpayment to Christian County at the address specified. The vendor shall agree and understand that Christian County shall be solely responsible for payment for only those services requested by Christian County.

(26) Return of Goods:

Christian County may cancel any purchase at any time for a full credit.

(27) Management of Materials:

The vendor agrees and understands that as the needs of the county change, the county will notify the vendor of those changes. If requested by the county, the vendor shall make a corresponding adjustment to the services. The vendor will implement the requested changes upon notification.

In the event changes occur during the effective period of this contract which are beyond the control of the vendor that significantly increase or decrease the established cost, the vendor or Christian County may request a corresponding modification to the established cost.

With such request, the vendor must provide documentation of the change and must demonstrate how such change affects the cost. In addition, the vendor shall recommend an adjusted cost accompanied by the resulting calculations. However, the vendor shall agree and understand that any such request must be approved by the Christian County Commissioners.

The decision of the adjustment to the cost by Christian County shall be final and without recourse.

(28) Schedule:

The vendor shall ensure that services are performed in a manner so as to minimize any interference, annoyance, or disruption to the operations of Christian County.

In the event the vendor does not perform in accordance with the vendor's agreement, Christian County shall notify the vendor following determination of such. Vendor shall be responsive to the needs of Christian County at all times. The vendor shall be responsible for all permits, fees, and expenses related to the service. The vendor shall disclose to Christian County all information on sub vendor contracts/agreements, if applicable, including any rebates or incentives offered by sub vendors to the contactor.

(29) Services:

The vendor agrees to provide a detailed description of the services to be provided, including any additional information about the services on a separate sheet of paper if needed. The vendor will provide an itemization of the amount the vendor will

charge, the unit of measure for the services, and specific increments and timeframes to submit invoices to the vendor and receive payments from the vendor.

(30) Reporting Requirements:

On a monthly basis, the vendor shall submit a report to Christian County for each County building site, identify the services provided and the dates of service.

The vendor must maintain financial and accounting records and evidence pertaining to the contract in accordance with generally accepted accounting principles. The vendor shall make all records, books, and other documents relevant to the contract available to Christian County and the Christian County Auditor in an acceptable format and at all reasonable times during the term of the contract, and for three (3) years from the date of final payment on the contract or the completion of an independent audit, whichever is later. If any litigation, claim, negotiation, audit, or other actions involving the records has been started before the expiration of the retention period, the vendor shall retain such records until completion of the action and resolution of all issues which arise from it. Failure to retain adequate documentation for any service billed may result in recovery of payments for services not adequately documented.

The vendor shall permit the County Auditor or authorized representatives of Christian County or any other division of government to have access, for the purpose of auditing or examination, to any of the vendor's books, documents, papers, records, recording receipts and disbursements of any of the funds paid to the vendor. The vendor further agrees that any audit exception noted by governmental auditors shall not be paid by Christian County and shall be the sole responsibility of the vendor. However, the vendor shall have the right to contest any such exception by any legal procedure the vendor deems appropriate. Christian County will pay the vendor all amounts which the vendor may ultimately be held entitled to receive as a result of any such legal action.

The vendor shall agree and understand that if contract monitoring reveals that an audit is warranted, Christian County reserves the right to require the vendor to have an audit of financial records, accounting records, and related contract documentation performed by an independent Certified Public Accountant (CPA) in accordance with generally accepted auditing standards. Christian County's determination of the need for the audit shall be final and without recourse.

(31) Liquidated Damages:

The vendor agrees and understands that the provision of the services in accordance with the schedules and requirements stated herein and in accordance with the Christian County Commissioner's approval are considered critical to the efficient operations of Christian County. Since the amount of actual damages would be difficult to establish in the event the vendor fails to comply with the schedules and requirements, the vendor shall agree and understand that the amount identified below as liquidated damages shall be reasonable and fair under the circumstances:

In the event the vendor fails to perform the services, the vendor shall be assessed liquidated damages in the amount of ten percent (10%) of the price for the services for each twenty-four (24) hour period thereafter in which the identified requirement is not completed. If the fault lies with Christian County, no assessment shall be made.

The vendor shall also agree and understand that such liquidated damages shall either be deducted from the vendor's invoices pursuant to the contract or paid by the vendor as a direct payment to Christian County at the sole discretion of Christian County. The vendor shall agree and understand that all assessments of liquidated damages shall be within the discretion of Christian County and shall be in addition to, not in lieu of, the rights of Christian County to pursue other appropriate remedies.

(32) Excused Performance:

Any failure or delay in performance or payment due to contingencies beyond either party's reasonable control, including strikes, riots, terrorist acts, compliance with applicable laws or governmental orders, fires, and acts of God, shall not constitute a breach of this agreement.

(33) Cancelling Service:

The Christian County Commission reserves the right to discontinue service at any time by giving a 30-day notice. The vendor shall agree and understand that the vendor shall terminate the services upon written notification from Christian County. The decision by the Christian County Commissioners shall be final and without recourse.

(34) Determination for Award:

The award shall be made to the lowest priced and best responsive vendor. Christian County reserves the right to reject any bid which is determined unacceptable for reasons which may include but are not necessarily limited to: 1) failure of the vendor to meet mandatory general performance specifications; and/or 2) failure of the vendor to meet mandatory technical specifications; and/or, 3) receipt of any information, from any source, regarding delivery of unsatisfactory product or service by the vendor within the past three years. As deemed in its best interests, Christian County reserves the right to clarify any and all portions of any vendor's offer.

Agreements signed by Christian County must be signed by at least a majority of the members of the *County Commission*. *Agreements* must be attested by the *County Clerk* and approved to form by the *County Counselor*. In addition, the *County Auditor* must certify that there is an unencumbered balance available to pay the contract cost.

(35) Protesting bid award:

A bid award protest must be submitted in writing and must be received by the county within ten (10) calendar days after the date of the award. If the tenth day falls on a Saturday, Sunday or state holiday, the period shall extend to the next business day. A protest submitted after the ten (10) calendar day period shall not be considered. The written protest should include the following information: (A) Name, address, and phone number of the protester, (B) Signature of the protester or the protester's representative, (C) Solicitation product, (D) Detailed statement describing the grounds for the protest; and supporting exhibits, evidence, or documentation to substantiate the claim.

(36) Suspension or debarment of Vendor:

The County Commission may suspend or debar a vendor for cause. The following shall be sufficient cause for suspension or debarment. The list is not meant to be all inclusive but shall serve as a guideline for vendor discipline and business ethics:

Failure to perform in accordance with the terms, conditions and requirements of a contract/purchase order.

Violating any federal, state or local law, ordinance or regulation in the performance of a contract/purchase order.

Providing false or misleading information on an application, in a bid, or in correspondence to county offices.

Failure to honor a bid for the length of time specified.

Colluding with others to restrain competition. Obtaining information, by whatever means, related to a proposal submitted by a competitor in response to a request for proposal in order to obtain an unfair advantage during the negotiation process.

Contacting bid evaluators or any other person who may have influence over the award, without authorization from the County Commission, for the purpose of influencing the award of a contract; or giving gifts, meals, trips or any other thing of value or a monetary advantage for personal benefit, directly or indirectly, to an employee of the county or to any evaluator of bids/proposals.

The vendor may appeal suspension or debarment by submitting a written request to the County Commission within fifteen (15) calendar days after receipt of the formal notice. The vendor must provide specific evidence and reasons why the suspension or debarment is not necessary. On the basis of this information, the suspension may be modified, rescinded, or affirmed. The decision shall be final and mailed to all parties.

~~(37) PRICING SHEET~~ PLEASE SEE BID TABLE BELOW

Product/Service	Size/Type	Frequency	Price (includes all fees)