



REPORT TO COUNCIL

To: **Mayor and Councillors**

Subject: Award of Banking Services Agreement

File #: 1610.00

Doc #:

From: Graham Flack, CPA, CMA
Deputy Director of Corporate Services

Date: December 2, 2019

RECOMMENDATION:

THAT the City of Langley enter into a 5 year banking services agreement with BMO Bank of Montreal as the primary supplier of banking services.

PURPOSE:

The purpose of the report is to allow staff to enter into a 5 year banking services agreement with BMO Bank of Montreal with an option for a 5 year renewal after the first term.

POLICY:

N/A

COMMENTS/ANALYSIS:

The City has been using TD Commercial Banking since 2005, and the City's banking agreement is approaching expiry. A request for proposal was undertaken and staff is recommending that the City switch to BMO Bank of Montreal.

Six financial institutions submitted a response to the City of Langley's banking services request for proposals. BMO Bank of Montreal provided both the highest interest rate on our accounts and lowest annual service charges.

BUDGET IMPLICATIONS:

There will be an approximate annual reduction of \$1,050 in our banking fees and service charges, as well as an annual increase of approximately \$60,000 in interest income.

ALTERNATIVES:

Renew our banking services agreement with TD Commercial Banking for another 5 year term.

- City staff have been satisfied with the services TD Commercial Banking has provided; however we would forego the extra interest income and fee savings offered by the BMO Bank of Montreal if we remain with TD Commercial Banking for another 5 year term.

Respectfully Submitted,



Graham Flack, CPA, CMA
Deputy Director of Corporate Services

Concurrence:



Darrin Leite, CPA, CA
Director of Corporate Services

CHIEF ADMINISTRATIVE OFFICER'S COMMENTS:

I support the recommendation.



Francis Cheung, P. Eng.
Chief Administrative Officer