



March 3, 2020

ADDENDUM NO.: Two

TO ALL OFFERORS:

REFERENCE: Request for Proposal No: **RFP# LMF-1066**
Dated: **January 23, 2020**
Commodity: **University Banking Services**
RFP Closing On: **March 12, 2020 @ 2:00 PM**

Please note the clarifications and/or changes made on this proposal program:

Service Group 1: Comprehensive Banking Services – Page 3

1. **Q. We are working on the RFP for JMU and noticed it said we needed to have a branch in Harrisonburg. I just wanted to check and make sure we would meet the criteria with that.**
- A. The offeror must have a deposit taking bank branch within Harrisonburg city limits or at least within 5 miles of the Harrisonburg city limits.

Service Group 4: International Payments – Page 13

2. **Q. For your local accounts in Europe, do you require a physical presence such as a branch to process cash, coin, or cheques?**
- A. Yes, this is required except for the London Multicurrency accounts.
3. **Q. Are bank statements available for each of the local accounts for our team to review as part of this proposal process?**
- A. Actual statements are not available, however, activity summary and monthly balances are being provided in the attached excel spreadsheets.

Signify receipt of this addendum by initialing “*Addendum # 2*” on the signature page of your proposal.

Sincerely,

Leah Frank
Procurement Manager
Phone: (540-568-3134)

MSC 5720
752 Ott Street, Room 1042
Wine Price Building
Harrisonburg, VA 22807
Office of 540.568.3145 Phone
PROCUREMENT SERVICES 540.568.7935 Fax

Antwerp S/A

ING Bank				BNP Fortis		
GBP						
Debit and Credit Cards, Autodebits, Online Bill Pay Euro and GBP Accounts			Debit Cards, Autodebits, Online Bill Pay	Credit Card €30,000 Bank Guarantee	Autodebits, Online Bill Pay	Security Deposit Acct of €5,396
Interest	Bank Fees	Bank Fees		No Bank Fees	Bank Fees	No Bank Fees
	\$95.23			No Interest		No Interest
	\$40.97					
	\$47.16	\$15.65			\$95.83	
	\$28.30					
	\$20.00					
\$23.56	\$70.63				\$40.25	
	\$70.10					
\$21.73	\$23.37					
	\$28.58				\$40.36	
\$22.17						
\$67.46	\$364.34	\$15.65			\$176.44	

Annual Fee	\$338.84
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Wires from JMU to JMU Abroad Bank Accounts			
Multicurrency		€	80,000.00
Wire Fee		€	-
Spot	£4,000.00	€	25,000.00
Wire Fee	£12.00	€	10.00
Multicurrency		€	100,000.00
Wire Fee		€	-
Spot		€	40,000.00
Wire Fee		€	10.00

Antwerp House

	ING Bank	
	<i>Debit Card, Autodebits, Online Bill Pay</i>	
	Interest	Bank Fees
Jul-18		
Aug-18		
Sep-18		
Oct-18		
Nov-18		
Dec-18		
Jan-19		\$255.10
Feb-19		\$9.03
Mar-19		
Apr-19		
May-19		
Jun-19		
Totals	\$0.00	\$264.13

Antwerp Payroll

	BNP Fortis Bank	
	<i>Autodebits</i>	
	Interest	Bank Fees
Jul-18		\$11.88
Aug-18		
Sep-18		
Oct-18		\$13.59
Nov-18		
Dec-18		
Jan-19		\$14.40
Feb-19		
Mar-19		
Apr-19		\$12.71
May-19		
Jun-19		
Totals	\$0.00	\$52.58

Wires from JMU to JMU Abroad	
Bank Accounts	
Multicurrency	€ 25,186.51
Wire Fee	€ -
Multicurrency	€ 13,334.52
Wire Fee	€ -
Multicurrency	€ 22,841.35
Wire Fee	€ -
Multicurrency	€ 17,810.77
Wire Fee	€ -
Multicurrency	€ 15,234.96
Wire Fee	€ -
Multicurrency	€ 22,210.24
Wire Fee	€ -
Multicurrency	€ 25,284.38
Wire Fee	€ -
Multicurrency	€ 16,957.53
Wire Fee	€ -
Multicurrency	€ 17,988.02
Wire Fee	€ -
Multicurrency	€ 22,543.35
Wire Fee	€ -

[illegible]

Abroad Bank Account Activity
July 1, 2018-June 30, 2019

Florence S/A and EU Masters

Florence House

CRF Bank		
<i>Credit Cards, Online Bill Pay</i>		
<i>Euro Account</i>		
Interest	Bank Fees	
Jul-18		\$70.42
Aug-18		\$39.31
Sep-18		\$39.31
Oct-18		\$72.90
Nov-18		\$35.74
Dec-18		\$69.68
Jan-19	\$7.45	\$84.15
Feb-19		\$45.44
Mar-19		\$58.29
Apr-19		\$74.19
May-19		\$49.70
Jun-19		\$43.69
Totals	\$7.45	\$682.82

Unicredit Bank		
<i>Pension Account</i>		
<i>Euro Account</i>		
Interest	Bank Fees	
		\$48.81
		\$19.79
		\$19.79
		\$49.13
		\$19.79
\$0.46		\$19.79
		\$48.09
		\$19.37
		\$19.37
		\$47.47
		\$19.81
		\$19.81
Totals	\$0.46	\$351.02

CRF Bank		
<i>Credit/Debit Cards, Online Bill Pay</i>		
<i>Euro Account</i>		
Interest	Bank Fees	
Jul-18		\$70.42
Aug-18		\$11.97
Sep-18		\$15.59
Oct-18		\$70.15
Nov-18		\$14.34
Dec-18		\$10.59
Jan-19		\$16.73
Feb-19		\$11.90
Mar-19		\$13.68
Apr-19		\$66.93
May-19		\$17.20
Jun-19		\$3.97
Totals	\$0.00	\$323.47

Wires from JMU to CRF Bank Account		
Multicurrency	€	100,000.00
Wire Fee	€	-
Multicurrency	€	50,000.00
Wire Fee	€	-
Multicurrency	€	50,000.00
Wire Fee	€	-
Multicurrency	€	90,000.00
Wire Fee	€	-
Multicurrency	€	80,000.00
Wire Fee	€	-
Multicurrency	€	65,000.00
Wire Fee	€	-
Spot	€	50,000.00
Wire Fee	€	42.72
Spot	€	60,000.00
Wire Fee	€	52.99
Spot	€	60,000.00
Wire Fee	€	52.99
Spot	€	55,000.00
Wire Fee	€	49.74

No wires to this account in FY 2019

Wires from JMU to CRF House Account		
Multicurrency	€	20,926.03
Wire Fee	€	-
Multicurrency	€	50,523.89
Wire Fee	€	-
Multicurrency	€	20,302.74
Wire Fee	€	-
Multicurrency	€	11,082.02
Wire Fee	€	-
Multicurrency	€	41,184.29
Wire Fee	€	-
Multicurrency	€	7,146.09
Wire Fee	€	-
Multicurrency	€	25,856.71
Wire Fee	€	-
Multicurrency	€	35,652.28
Wire Fee	€	-
Multicurrency	€	7,040.64
Wire Fee	€	-
Multicurrency	€	11,872.97
Wire Fee	€	-
Multicurrency	€	16,718.21
Wire Fee	€	-
Multicurrency	€	1,694.13
Wire Fee	€	-
Spot	€	8,543.90
Wire Fee	€	10.00
Spot	€	36,250.00
Wire Fee	€	88.67

Abroad Bank Account Activity
July 1, 2018-June 30, 2019

London S/A

Barclays Bank				
		<i>Checks, Debit and Credit Cards, Autodebits, Online Bill Pay</i>		
	Interest	Bank Fees	Interest	Bank Fees
Jul-18				\$150.08
Aug-18			12.87	\$85.79
Sep-18	\$19.00		2.1	\$13.98
Oct-18			1.56	\$23.80
Nov-18			1.49	\$9.95
Dec-18	\$12.95		6.33	\$42.22
Jan-19			2.98	\$62.63
Feb-19			1.48	\$9.90
Mar-19	\$22.67		11.1	\$71.68
Apr-19			5.68	\$37.98
May-19			17.24	\$114.92
Jun-19	\$55.77		1.42	\$9.44
Totals	\$110.39	\$0.00	64.25	\$64.25

London Hostel

NatWest		
<i>Debit Card, Autodebits, Online Bill Pay</i>		
	Interest	Bank Fees
Jul-18		
Aug-18	No Bank Fees/ or Interest	
Sep-18		
Oct-18		
Nov-18		
Dec-18		
Jan-19		
Feb-19		
Mar-19		
Apr-19		
May-19		
Jun-19		
Totals	\$0.00	\$0.00

Wires from JMU to JMU Abroad Bank Accounts

Multicurrency	£ 50,000.00
Wire Fee	£ -
Multicurrency	£ 50,000.00
Wire Fee	£ -
Spot	£ 35,000.00
Wire Fee	£ 7.00
Multicurrency	£ 80,000.00
Wire Fee	£ -
Multicurrency	£ 40,000.00
Wire Fee	£ -
Spot	£ 45,000.00
Wire Fee	£ 5.00
Spot	£ 11,407.00
Wire Fee	£ 2.50
Multicurrency	£ 80,000.00
Wire Fee	£ -
Spot	£ 50,000.00
Wire Fee	£ 2.50
Spot	£ 25,000.00
Wire Fee	£ 2.50

Wires from JMU to JMU
Abroad Bank Accounts

Multicurrency	£ 1,947.02
Wire Fee	£ -
Multicurrency	£ 3,368.53
Wire Fee	£ 7.00
Multicurrency	£ 3,092.42
Wire Fee	£ 7.00
Multicurrency	£ 2,249.81
Wire Fee	£ 1.20
Multicurrency	£ 2,688.49
Wire Fee	£ 1.20
Multicurrency	£ 411.92
Wire Fee	£ 1.20
Multicurrency	£ 3,946.35
Wire Fee	£ 1.19
Multicurrency	£ 4,595.91
Wire Fee	£ 1.20
Multicurrency	£ 3,450.21
Wire Fee	£ 1.20
Multicurrency	£ 10,115.53
Wire Fee	£ 1.20
Spot	£ 4,339.74
Wire Fee	£ 1.20
Spot	£ 4,307.78
Wire Fee	£ 1.20

Abroad Bank Account Activity
July 1, 2018-June 30, 2019

Salamanca S/A (including Valencia 4 wk)

Salamanca Dual Degree

BBVA Bank		
<i>Checks, Autodebits, Online Bill Pay</i>		
	Interest	Bank Fees
Jul-18		
Aug-18		\$11.79
Sep-18		\$43.97
Oct-18		\$11.79
Nov-18		
Dec-18		\$46.79
Jan-19		\$11.59
Feb-19		
Mar-19		\$107.17
Apr-19		
May-19		
Jun-19		\$106.09
Totals	\$0.00	\$339.18

Santander		
<i>Online Bill Pay, Checks Euro Account</i>		
	Interest	Bank Fees
Jul-18		
Aug-18		\$13.71
Sep-18		
Oct-18		
Nov-18		\$13.18
Dec-18		
Jan-19		
Feb-19		\$13.18
Mar-19		
Apr-19		
May-19		\$13.18
Jun-19		
Totals	\$0.00	\$53.25

Wires from JMU to JMU Abroad Bank Accounts		
Multicurrency	€	90,000.00
Wire Fee	€	-
Spot	€	30,000.00
Wire Fee	€	10.00
Multicurrency	€	60,000.00
Wire Fee	€	-
Multicurrency	€	35,000.00
Wire Fee	€	-
Spot	€	30,000.00
Wire Fee	€	10.00
Spot	€	25,000.00
Wire Fee	€	10.00
Spot	€	25,000.00
Wire Fee	€	10.00
Spot	€	100,000.00
Wire Fee	€	10.00
Spot	€	13,921.00
Wire Fee	€	10.00
Multicurrency	€	-
Wire Fee	€	-

No wires to this account in FY 2019

MULTI-BANK BALANCES - USDs

Foreign Bank Account Monthly Balances

EURO Accounts

*no online access

		BNP Fortis			ING				CRF		Deutsche Bank	Unicredit	BBVA	Santander		
		Antwerp S/A	Antwerp Rental Guarantee	Antwerp Payroll	Antwerp S/A	Antwerp Guarantee	Antwerp S/A	Antwerp House	Florence S/A & EU Masters	Florence House	Florence Pension	Florence Pension	Salamanca S/A & Valencia 4 Week Ext.	Salamanca Dual Degree		
Exchange Rates	Sum 2018	1.243441	1.243441	1.124	1.243441	1.243441	1.243441	1.1912	1.20078	1.124	1.1641	1.1641	1.1691	1.1799		
	Fall 2018	1.1791	1.1791		1.1791	1.1791	1.1791		1.1912	1.1912			1.1787	1.1697		
	Spring 2019	1.1683	1.1683	1.1912	1.1683	1.1683	1.1683		1.1706		1.1394	1.1394	1.1588			
	Sum 2019	1.1289	1.1289		1.1289	1.1289	1.1289		1.12661				1.1179	1.1247	TOTAL:	(per month)
Sum 2018	Jul-18	\$ 9,250.33	\$ 6,710.15	\$ 30,737.33	\$ 45,398.01	\$ 24,917.38	\$ 8,742.48	\$ 15,516.67	\$ 71,691.03	\$ 15,689.65	\$ 14,879.56	\$ 78,762.68	\$ 26,727.26	\$ 23,170.69	\$ 372,193.22	Jul-18
	Aug-18	\$ 9,250.33	\$ 6,710.15	\$ 25,882.25	\$ 41,228.16	\$ 24,917.38	\$ 8,742.48	\$ 42,777.02	\$ 156,665.84	\$ 17,179.11	\$ 14,876.94	\$ 78,742.89	\$ 96,416.41	\$ 23,156.86	\$ 546,545.83	Aug-18
Fall 2018	Sep-18	\$ 8,771.68	\$ 6,362.94	\$ 25,880.62	\$ 47,346.14	\$ 23,628.04	\$ 67,245.11	\$ 32,060.08	\$ 119,112.10	\$ 16,907.88	\$ 14,862.23	\$ 78,723.10	\$ 64,337.67	\$ 21,284.00	\$ 526,521.58	Sep-18
	Oct-18	\$ 8,675.85	\$ 6,362.94	\$ 21,011.94	\$ 21,522.14	\$ 23,628.04	\$ 37,767.61	\$ 38,223.71	\$ 84,343.56	\$ 28,152.71	\$ 14,834.02	\$ 74,658.77	\$ 27,369.58	\$ 18,944.60	\$ 405,495.49	Oct-18
	Nov-18	\$ 8,675.85	\$ 6,362.94	\$ 11,339.32	\$ 13,401.23	\$ 23,628.04	\$ 31,860.32	\$ 40,875.10	\$ 142,502.45	\$ 30,429.07	\$ 14,818.53	\$ 74,638.98	\$ 39,036.58	\$ 18,930.89	\$ 456,499.30	Nov-18
	Dec-18	\$ 8,675.85	\$ 6,362.94	\$ 11,339.32	\$ 19,618.08	\$ 23,628.04	\$ 8,248.85	\$ 33,102.19	\$ 110,492.29	\$ 33,024.94	\$ 14,790.87	\$ 69,402.69	\$ 59,573.68	\$ -	\$ 398,259.74	Dec-18
Spring 2019	Jan-19	\$ 8,556.14	\$ 6,304.66	\$ 36,244.84	\$ 46,761.38	\$ 23,433.50	\$ 37,194.86	\$ 29,440.27	\$ 81,019.72	\$ 18,873.80	\$ 14,446.93	\$ 67,882.00	\$ 31,804.44	\$ -	\$ 401,962.55	Jan-19
	Feb-19	\$ 8,556.14	\$ 6,304.66	\$ 70,469.94	\$ 18,056.23	\$ 23,433.50	\$ 44,788.81	\$ 39,350.88	\$ 121,171.02	\$ 36,293.12	\$ 41,144.34	\$ 67,862.63	\$ 54,927.87	\$ 18,917.18	\$ 551,276.33	Feb-19
	Mar-19	\$ 8,556.14	\$ 6,304.66	\$ 65,429.70	\$ 21,326.43	\$ 23,433.50	\$ 27,787.15	\$ 37,646.88	\$ 41,074.14	\$ 32,938.55	\$ 41,117.73	\$ 67,843.26	\$ 25,201.91	\$ -	\$ 398,660.05	Mar-19
	Apr-19	\$ 8,515.77	\$ 6,304.66	\$ 60,714.21	\$ 52,972.74	\$ 23,433.50	\$ 86,073.65	\$ 32,442.99	\$ 40,832.99	\$ 27,286.63	\$ 41,103.33	\$ 67,795.79	\$ 125,115.72	\$ -	\$ 572,591.99	Apr-19
Sum 2019	May-19	\$ 8,228.59	\$ 6,092.04	\$ 56,017.68	\$ 50,575.66	\$ 22,643.23	\$ 83,170.88	\$ 32,329.72	\$ 60,875.93	\$ 21,426.17	\$ 41,088.10	\$ 67,775.72	\$ 40,981.12	\$ 17,706.28	\$ 508,911.11	May-19
	Jun-19	\$ 8,228.59	\$ 6,092.04	\$ 51,321.15	\$ 27,034.34	\$ 22,643.23	\$ 94,403.45	\$ 58,297.61	\$ 73,626.04	\$ 41,793.87	\$ 41,073.70	\$ 67,755.64	\$ 5,200.55	\$ 16,938.67	\$ 514,408.87	Jun-19
Total		\$ 103,941.26	\$ 76,274.80	\$ 466,388.30	\$ 405,240.53	\$ 283,367.40	\$ 536,025.67	\$ 432,063.09	\$ 1,103,407.11	\$ 319,995.51	\$ 309,036.27	\$ 861,844.15	\$ 596,692.78	\$ 159,049.17	\$ 5,653,326.05	FY 2019 Total
Monthly Avg		\$ 8,661.77	\$ 6,356.23	\$ 38,865.69	\$ 33,770.04	\$ 23,613.95	\$ 44,668.81	\$ 36,005.26	\$ 91,950.59	\$ 26,666.29	\$ 25,753.02	\$ 71,820.35	\$ 49,724.40	\$ 19,881.15		

GBP Accounts

		ING	NatWest	Barclays				
		Antwerp S/A GBP account	London Hostel	London S/A	London S/A	Scotland S/A		
Exchange Rates	Sum 2018	1.4298	1.3283	1.349	1.349	1.2798		
	Fall 2018	1.3044	1.3591	1.3447	1.3447			
	Spring 2019	1.3084		1.3374	1.3374			
	Sum 2019	1.3084		1.2762	1.2762	1.2992	TOTAL:	(per month)
Sum 2018	Jul-18	\$ 4,061.62	\$ 23,979.77	\$ 22,227.72	\$ 46,897.45	\$ 6,999.23	\$ 104,165.78	Jul-18
	Aug-18	\$ 4,061.62	\$ 22,091.58	\$ 22,227.72	\$ 34,245.32	\$ 4,766.62	\$ 87,392.85	Aug-18
Fall 2018	Sep-18	\$ 3,705.40	\$ 22,979.09	\$ 20,170.50	\$ 46,215.73	\$ 4,766.62	\$ 97,837.33	Sep-18
	Oct-18	\$ 1,550.53	\$ 24,124.28	\$ 33,608.09	\$ 61,052.35	\$ 4,766.62	\$ 125,101.86	Oct-18
	Nov-18	\$ 1,550.53	\$ 23,528.07	\$ 13,437.59	\$ 36,270.12	\$ 4,766.62	\$ 79,552.93	Nov-18
	Dec-18	\$ 1,550.53	\$ 26,622.16	\$ 53,791.54	\$ 49,105.10	\$ 4,766.62	\$ 135,835.93	Dec-18
Spring 2019	Jan-19	\$ 8,097.10	\$ 21,818.52	\$ 13,377.52	\$ 33,076.03	\$ 4,838.87	\$ 81,208.03	Jan-19
	Feb-19	\$ 21,173.25	\$ 20,935.70	\$ 21,499.79	\$ 34,802.40	\$ 1,507.97	\$ 99,919.10	Feb-19
	Mar-19	\$ 19,573.08	\$ 22,492.82	\$ 60,303.71	\$ 17,592.49	\$ 14,496.72	\$ 134,458.82	Mar-19
	Apr-19	\$ 19,573.08	\$ 13,433.98	\$ 160,605.37	\$ 28,243.16	\$ 14,496.72	\$ 236,352.31	Apr-19
Sum 2019	May-19	\$ 19,573.08	\$ 21,283.86	\$ 102,208.00	\$ 22,481.30	\$ 14,184.82	\$ 179,731.05	May-19
	Jun-19	\$ 19,573.08	\$ 27,381.75	\$ 32,069.58	\$ 53,929.35	\$ 15,714.41	\$ 148,668.16	Jun-19
Total		\$ 124,042.86	\$ 270,671.59	\$ 555,527.11	\$ 463,910.79	\$ 96,071.81	\$ 1,510,224.16	FY 2019 Total
Monthly Avg		\$ 10,336.91	\$ 22,555.97	\$ 46,293.93	\$ 38,659.23	\$ 8,005.98		

Multi Currency Accounts

Euro Account			GBP Account		
EURO		USD	GBP		USD
Jul-18	€ 1,542,211.16	\$ 1,829,652.74	Jul-18	£ 418,218.22	\$ 565,250.54
Aug-18	€ 1,426,831.64	\$ 1,692,522.45	Aug-18	£ 409,726.98	\$ 553,707.03
Sep-18	€ 1,112,031.06	\$ 1,317,531.99	Sep-18	£ 356,339.58	\$ 481,139.49
Oct-18	€ 1,018,592.74	\$ 1,206,228.27	Oct-18	£ 333,079.67	\$ 449,519.96
Nov-18	€ 899,471.92	\$ 1,065,438.55	Nov-18	£ 139,352.59	\$ 187,594.77
Dec-18	€ 718,285.22	\$ 850,346.95	Dec-18	£ 216,545.81	\$ 285,124.96
Jan-19	€ 417,283.27	\$ 494,849.98	Jan-19	£ 209,603.00	\$ 275,683.92
Feb-19	€ 199,342.01	\$ 236,917.31	Feb-19	£ 158,091.01	\$ 206,435.67
Mar-19	€ 146,391.70	\$ 173,842.90	Mar-19	£ 97,858.33	\$ 125,526.42
Apr-19	€ 121,163.59	\$ 143,791.17	Apr-19	£ 14,292.74	\$ 19,326.12
May-19	€ 18,825.61	\$ 22,719.15	May-19	£ 4,026.14	\$ 5,372.45
Jun-19	€ 184.89	\$ 514.33	Jun-19	£ 3,894.96	\$ 5,193.89
*Balances for June 2019 are prior to FY20 Multi-Currency purchased					