



# State of West Virginia Agency Master Agreement

CORRECT ORDER NUMBER MUST  
APPEAR ON ALL PACKAGES,  
INVOICES, AND SHIPPING PAPERS.  
QUESTIONS CONCERNING THIS  
ORDER SHOULD BE DIRECTED TO  
THE DEPARTMENT CONTACT.

**Order Date:** 2024-01-19

<b>Order Number:</b> AMA 1300 1300 STO2300000008 3	<b>Procurement Folder:</b> 1183754
<b>Document Name:</b> Banking-Depository Services	<b>Reason for Modification:</b> Change Order #2 - See extended description
<b>Document Description:</b> Banking-Depository Services	
<b>Procurement Type:</b> Agency Master Agreement	
<b>Buyer Name:</b> Alberta Kincaid	
<b>Telephone:</b> (304) 341-0723	
<b>Email:</b> alberta.kincaid@wvsto.gov	
<b>Shipping Method:</b> Vendor	<b>Effective Start Date:</b> 2024-01-01
<b>Free on Board:</b> FOB Dest, Freight Prepaid	<b>Effective End Date:</b> 2026-12-31

VENDOR	DEPARTMENT CONTACT																				
<b>Vendor Customer Code:</b> 000000213792 TRUIST BANK 300 SUMMERS ST  CHARLESTON WV 25301-1624 US <b>Vendor Contact Phone:</b> 304-348-7078 <b>Extension:</b>  <b>Discount Details:</b> <table border="1" style="width: 100%; border-collapse: collapse; margin-top: 5px;"> <thead> <tr> <th style="width: 5%;"></th> <th style="width: 15%;">Discount Allowed</th> <th style="width: 20%;">Discount Percentage</th> <th style="width: 20%;">Discount Days</th> </tr> </thead> <tbody> <tr> <td>#1</td> <td>No</td> <td>0.0000</td> <td>0</td> </tr> <tr> <td>#2</td> <td>No</td> <td></td> <td></td> </tr> <tr> <td>#3</td> <td>No</td> <td></td> <td></td> </tr> <tr> <td>#4</td> <td>No</td> <td></td> <td></td> </tr> </tbody> </table>		Discount Allowed	Discount Percentage	Discount Days	#1	No	0.0000	0	#2	No			#3	No			#4	No			<b>Requestor Name:</b> Alberta Kincaid <b>Requestor Phone:</b> (304) 341-0723 <b>Requestor Email:</b> alberta.kincaid@wvsto.gov
	Discount Allowed	Discount Percentage	Discount Days																		
#1	No	0.0000	0																		
#2	No																				
#3	No																				
#4	No																				

INVOICE TO	SHIP TO
WEST VIRGINIA STATE TREASURERS OFFICE  322 70TH ST SE  CHARLESTON WV 25304  US	WEST VIRGINIA STATE TREASURERS OFFICE  322 70TH ST SE  CHARLESTON WV 25304  US

<b>Total Order Amount:</b>	Open End
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**DEPARTMENT AUTHORIZED SIGNATURE**  
**SIGNED BY :** Alberta Kincaid  
**DATE:** 2024-01-19  
**ELECTRONIC SIGNATURE ON FILE**

**Extended Description:**

Change Order

Change Order #2 is issued to record the Second Amendment made effective 01/02/2024, for adding new positive pay services, and updating cost sheets per the Attached Amendment.

No other changes.

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
1	84120000			EA	\$0.00
	<b>Service From</b>	<b>Service To</b>		<b>Service Contract Amount</b>	
				0.00	

**Commodity Line Description:** Banking and investment - Equipment Related Purchase

**Extended Description:**

PLEASE SEE ATTACHED COST SHEET

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
2	84120000				\$0.00
	<b>Service From</b>	<b>Service To</b>		<b>Service Contract Amount</b>	
				0.00	

**Commodity Line Description:** Banking and investment

**Extended Description:**

PLEASE SEE ATTACHED COST SHEET

**SECOND AMENDMENT**

to

**AGREEMENT**

between

**TRUIST ("TRUIST")**

and

**WEST VIRGINIA STATE TREASURER'S OFFICE ("WVSTO")**

This **SECOND AMENDMENT** ("Second Amendment") is made effective January 2, 2024, and amends the Agreement effective January 1, 2024, ("Agreement"), known as **STO230000008** by and between **TRUIST ("TRUIST")** and the **WEST VIRGINIA STATE TREASURER'S OFFICE ("WVSTO")**.

**WHEREAS**, Truist and the WVSTO entered in the Agreement referenced above for certain banking services;

**WHEREAS**, the Agreement reserves the right of the WVSTO to amend the Services under the Agreement as mutually agreed between the parties;

**WHEREAS**, the parties seek to amend the Agreement by adding Positive Pay processing, and to clarify certain pricing on the original cost sheet; and

**WHEREAS**, the parties seek to amend the contract to allow for positive pay processing as well as updates to Attachment C: Cost Sheet accordingly.

**NOW, THEREFORE, THIS AMENDMENT WITNESSETH:**

The parties covenant and agree as follows:

1. **Positive Pay:** Any and all reference to "reverse positive pay" is hereby replaced with the phrase "positive pay." The WVSTO will transition to a positive pay process and Truist will provide all such services in this regard.
2. **Updates to Cost Sheet, Attachment C:** The document labeled Cost Sheet: Attachment C hereby replaces any prior version of such document.
3. **Remaining Terms and Conditions:** This Second Amendment constitutes the entire understanding and agreement of the parties with respect to the subject matter and supersedes all prior agreements, written or oral, between the parties with respect thereto. All other terms and conditions of the Agreement, as amended, shall remain in full force and effect.

4. **Execution in Duplicate:** This Second Amendment may be executed in duplicate, each of which shall be considered an original.

**WITNESSETH THE FOLLOWING SIGNATURES:**

**WEST VIRGINIA STATE TREASURER'S OFFICE**

Signature: \_\_\_\_\_

*Alberta Kincaid*

Print Name: \_\_\_\_\_

*Alberta Kincaid*

Title: \_\_\_\_\_

*Executive Director Purchasing*

Date: \_\_\_\_\_

*1/18/24*

**TRUIST**

Signature: \_\_\_\_\_

*Michael Hottslaw, SVP*

Print Name: \_\_\_\_\_

*Michael Hottslaw*

Title: Senior Vice President

Date: 01/08/2024

This document was drafted by:  
M. Lindsay Marchio, Esq. -VW Bar #12859  
West Virginia State Treasurer's Office  
1900 Kanawha Boulevard  
Capitol Complex Building #1, Room E-145  
Charleston, West Virginia 25305  
(304) 340-5023  
lindsay.marchio@wvsto.com

WV State Treasurer's Office  
Banking Services  
AMA STO 2300000008

**Attachment C: Cost Sheet - Fee Schedule**

**Vendor Name: Truist Bank**

**Amendment 2 - Effective January 1, 2024**

Section 1: SERVICES		Quantity per Month	Unit Rate per Item	Monthly Cost = Quantity X Rate per Item	TOTAL Annual Cost = Monthly Cost X 12
1	<b>DDA Account Maintenance (4.2.2)</b>	10 Accounts	\$100.00	\$1,000.00	\$12,000.00
2	<b>Cash Management - Disbursement Account Ancillary Fees (4.4.1.1)</b>				
2a	Stop Payments	160	\$5.00	\$800.00	\$9,600.00
2b	Checks Paid and Other Debits	45,000	\$0.09	\$4,050.00	\$48,600.00
2c	Checks Paid - Rejected	20	\$0.25	\$5.00	\$60.00
2d	Check Image Transmission Maintenance Fee	1		\$25.00	\$300.00
2e	Check Image Transmission - Per Item	45,000	0.02	\$900.00	\$10,800.00
2f	Check Image Transmission Service Fee	1		\$75.00	\$900.00
3	<b>Cash Management - Other Account Ancillary Fees (4.4.1.2)</b>				
3a	Overdraft Fee	5	\$0.00	\$0.00	\$0.00
3b	State Issued Check Cashing Fee: Non-bank customer	45	\$0.00	\$0.00	\$0.00
3c	Other Credits Posted	1,300	\$0.68	\$884.00	\$10,608.00
3d	ACH Credits	4,500	\$0.12	\$540.00	\$6,480.00
3e	ACH Debits	400	\$0.12	\$48.00	\$576.00
3f	Deposited Checks Drawn on Depository	2,000	\$0.065	\$130.00	\$1,560.00
3g	Deposited Checks Drawn on In-State Depository	4,000	\$0.065	\$260.00	\$3,120.00
3h	Deposited Checks Drawn on Other Depository	4,000	\$0.065	\$260.00	\$3,120.00
3i	Coin and Currency Deposit Fee	1	\$900.00	\$900.00	\$10,800.00
3j	Deposit Correction	5	\$0.00	\$0.00	\$0.00
3k	Night Deposit Service	5	\$0.00	\$0.00	\$0.00
3l	Change Orders	80	\$1.00	\$80.00	\$960.00
3m	Check Image with Statement	5	\$0.00	\$0.00	\$0.00
3n	Check Returns with Statement	1	\$0.00	\$0.00	\$0.00
3o	AR Box Services (Electronic Lockbox) (4.4.3.5)	1	\$40.00	\$40.00	\$480.00
3p	AR Box Per Item (Electronic Lockbox) (4.4.3.5)	200	\$0.10	\$20.00	\$240.00

3q	Returned Deposited Items - Special Handling	15	\$0.00	\$0.00	\$0.00
3r	Returned Deposits - Standard	100	\$6.00	\$600.00	\$7,200.00
3s	Redeposit - Standard	200	\$6.00	\$1,200.00	\$14,400.00
3t	Armored Car/ Courier Service (Location Pickups in Exhibit for 4.5.2.2.4)*	50	Third-Party Vendor Cost Plus 7%	See Ancillary Fee Attachment	
3u	Vault - Coin and Currency	40,000	\$0.0012	\$48.00	\$576.00
3v	Vault - Coin Deposit Standard	0	\$1.00	\$0.00	\$0.00
3w	Vault - Coin Deposit Non-Standard	0	\$1.00	\$0.00	\$0.00
3x	Vault - Change Order Standard	2	\$0.50	\$1.00	\$12.00
3y	Vault - Change Order Non- Standard	5	\$0.75	\$3.75	\$45.00
3z	Vault - Change Order Late	75	\$3.00	\$225.00	\$2,700.00
3aa	Vault - Currency Sales	3,000	\$0.001	\$3.00	\$36.00
3bb	Vault - Coin Roll Sales	40	\$0.10	\$4.00	\$48.00
3cc	Vault - Coin Supplied Box	0	\$1.00	\$0.00	\$0.00
<b>4 Wires &amp; Transfers - Ancillary Fees (4.4.2)</b>					
4a	Account Funds Transfers	110	\$0.00	\$0.00	\$0.00
4b	Incoming Wires Domestic	125	\$4.00	\$500.00	\$6,000.00
4c	Incoming International Wires	20	\$4.00	\$80.00	\$960.00
4d	Outgoing Wires Domestic	225	\$7.50	\$1,687.50	\$20,250.00
4e	Outgoing Wires International*	15	\$30.00	\$450.00	\$5,400.00
4f	Wire Advice - Fax (Notifications)	100	\$0.85	\$85.00	\$1,020.00
<b>5 Miscellaneous and Quality Control - Ancillary Fees (4.4.3)</b>					
5a	ACH Debit Block & Filter Fee	5	\$4.00	\$20.00	\$240.00
	ACH Account Block Report	3	\$0.00	\$0.00	\$0.00
5b	Paper Stock*	75,000	Third-Party Vendor Cost Plus 7%	See Ancillary Fee Attachment	
5c	W2's (total # of document forms per year)*	100,000	Third-Party Vendor Cost Plus 7%	See Ancillary Fee Attachment	
5d	1095c Insurance Form*	100,000	Third-Party Vendor Cost Plus 7%	See Ancillary Fee Attachment	
5e	WV Utility Tax Form*	50,000	Third-Party Vendor Cost Plus 7%	See Ancillary Fee Attachment	
<b>6 Reporting - Ancillary Fees (4.4.4)</b>					
6a	Electronic Bank Statements (8 Accounts Monthly & 2 Account Daily)	30	\$0.00	\$0.00	\$0.00
6b	Hard-copy Bank Statements	10	\$0.00	\$0.00	\$0.00
<b>7 Systems - Ancillary Fees (4.4.5)</b>					
7a	Online System Charge		\$400.00	\$400.00	\$4,800.00
7b	Online Payee Positive Pay Maintenance Charge		\$75.00	\$75.00	\$900.00
7c	Online Payee Positive Pay Items	45,000	\$0.08	\$3,600.00	\$43,200.00
7d	Online positive Pay Image	10	\$0.00	\$0.00	\$0.00
7e	Online User ID (Per Each User)	20	\$0.00	\$0.00	\$0.00

7f	Endorsement Stamps*	1	Third-Party Vendor Cost Plus 7%	See Ancillary Fee Attachment	
7g	Deposit Bags*	235	Third-Party Vendor Cost Plus 7%	See Ancillary Fee Attachment	
7h	Deposit Slips/ tickets (Per Order)*	15	Third-Party Vendor Cost Plus 7%	See Ancillary Fee Attachment	
<b>8</b>	<b>Deposit Account Usage Fee (FDIC) (4.4.8)</b>				
	Average Ledger Balance:	\$ 18,224,550.00	.1758%/12	\$2,669.90	\$32,038.80
<b>9</b>	<b>Systems - Hardware &amp; Software (4.4.9)</b>				
9a	Banking System Application Fee - Other		\$0.00	\$0.00	\$0.00
	<b>For 10 Below use calculation:</b>	<i>Ledger balance minus deduction = Net Ledger Balance</i>	<i>Earnings Credit Rate %</i>	<i>Net Ledger Balance x % rate = Monthly Amount</i>	<i>Monthly Amount X 12 = Total Annual Cost</i>
<b>10</b>	<b>Earnings Credit Rate (Calculation based on 31 day month)</b>				
	Average Ledger Balance:	\$ 18,224,550.00			
	Less any deduction (i.e. Reserve):	less actual float			
	<b>Net Ledger Balance:</b>	\$ 18,224,550.00	1.40%**	\$21,669.74	\$260,036.87
			**variable rate		
<b>11</b>	<b>Incentives/ Rebates (4.4.8.4) - List below (Please use own calculation to determine Annual Total)</b>				
	<b>GRAND TOTAL (Sum of 1 - 11):</b>			\$0.00	\$0.00

Items with \* are explicit and not subject to ECR

**Base Cost Evaluation** will include items 1 – 11 for the **Total Annual Cost**. Desirable items in 12 below may or may not be purchased in the future.

Section 12: OTHER SERVICES		Quantity per Month	Unit Rate per Item	Monthly Cost = Quantity X Rate per Item	TOTAL Annual Cost = Monthly Cost X 12
12a	Remote Deposit Monthly Fee (Charge per Spending Unit) (4.4.1.2.8)			\$50.00	\$600.00
12b	Remote Deposit - Per Deposit Item	3,200	\$0.195	\$624.00	\$7,488.00
	<b>Place any tier pricing or other related services in spaces below:</b>				

	<b>Equipment: Provide list to support proposed cost and fees for the below.</b>	<b>Purchased New</b>	<b>Purchased Refurbished</b>	<b>Per Deposited Item Fee</b>	<b>Monthly Rental (if applicable)</b>
	<b>Check Readers/Scanners</b>	<b>See attached list of Check Readers/Scanners and Pricing</b>			