

**Erie County IDA & Affiliates and Western Region Corporation  
2022 Public Sector Banking RFP Questions & Answers**

1. A copy of the most recent Account Analysis Statement has been emailed directly to those who requested and posted as an addendum on our website at [www.ecidany.com](http://www.ecidany.com).
2. *Could a recent merchant services statement be provided?*  
A copy of the most recent merchant services statement has been posted in the addendum on our website at [www.ecidany.com](http://www.ecidany.com).
3. *Would the absence of a safe deposit box make a bid non-competitive or non-responsive?  
Is the availability of safety deposit boxes a mandatory requirement?*  
If there is an alternative to a traditional safe deposit box offered, the Agency is willing to review and consider that as part of the proposal.
4. *Would ECIDA provide recent bank statements for accounts not included in the M&T Bank account analysis statement?*  
All accounts are included within the M&T account analysis statement.
5. *How does ECIDA use Reverse Positive Pay services today?  
What is your definition of Reverse Positive Pay? How does your current bank process Reserve Positive Pay?*  
Daily, as a fraud prevention activity, Agency staff log in to the internet banking platform and review images of all checks presented for payment with the ability to pay or reject the items. This service is in lieu of uploading a file with each check run as with standard positive pay.
6. *Would ECIDA consider sending a Payee Positive Pay file to the bank in lieu of utilizing Reverse Positive Pay?  
If Reverse Positive Pay is not an option from a respondent, would you consider standard positive pay service?*  
The Agency is open to both traditional positive pay and reverse positive pay options. Respondents are welcome to propose the use of one or both.
7. *Would the IDA accept remote deposit and/or other electronic deposit technologies in lieu of the desired branch requirement?*  
Yes, remote deposit or other electronic deposit technologies are acceptable, regardless of whether the respondent has a local branch.
8. *Will our annual report be sufficient as documentation for Federal and State compliance standards?*  
A report, filing or compliance document would be sufficient. Please keep the length of such document in mind and consider a reference if such documentation is available online. Our goal is for proposals to be prepared simply and economically.
9. *Would separate tri-party collateral agreements/collateral be required for all 4 entities?*  
ECIDA and its affiliates (Buffalo & Erie County Regional Development Corporation and Buffalo & Erie County Industrial Land Development Corporation) are governed by an Investment and Deposit Policy, which requires that all deposits of those three entities in excess of the FDIC-insured amount be collateralized. There are five acceptable methods listed in the policy, which can be found at <https://www.ecidany.com/about-us-corporate-policies>. Western Region Corporation does not require collateral for its deposits.

10. *Is ACH debit block utilized on all accounts, or fewer selected accounts?*

ACH debit block is currently used for 13 accounts. The remaining 7 accounts use an ACH monitor/fraud review.

11. *Do you currently use a remote deposit check scanner, or only use a bank branch for deposits?*

All deposits are currently made at a branch. We welcome proposals that include the use of remote deposit, keeping in mind that the Agency's overall goal is to minimize/eliminate service fees.

12. *Can we obtain a current view of your investment report?*

The ECIDA and its affiliates compile their Investment Reports on an annual basis as required by New York State reporting requirements. The 2021 reports on our website are the most recent.

13. *What ERP system do you use today?*

The Agency does not currently use an ERP system.

14. *Card program – what are the annual volumes? Is this used for accounts payable or travel/entertainment? Are statements available for review?*

We currently have one corporate credit card that is used sparingly for travel (hotel reservations, conference registrations, etc.). The card is not used for payables, nor taken from our office. We do not desire to implement a purchase card system or have more than one corporate card.