

**New Jersey League of Municipalities Presents:
Going Out to Bid for Banking Services**

October 10, 2023
10:00 a.m. to 12:00 p.m.
Your Computer

As interest rates rise, municipalities are reviewing their banking relationships. As you consider your municipalities' arrangement this must attend webinar will discuss the following topics:

- How to structure an RFP.
- Interest rates on deposits.
- Costs of different types of accounts and ancillary services such as armored car pickup of deposits, covering payroll servicing costs, management of Procurement Cards.
- How the "compensating balance" that banks use to calculate how much a town can get in "free services."
- Case studies of what individual municipalities did and how it worked out.

Presenters:

- **Jason Gabloff**, CFO, Administrator, Mendham Township; Past President, GFOA
- **Joseph Luppino**, Kearny Bank; Former CFO, Bergen County
- **Peter O'Reilly**, CFO, Lakewood Township

REGISTRATION FEE: Member: \$45.00* Non-Member: \$65.00

*Member rate applies to Municipalities, State, County, and Municipal Utilities & Authorities.

To Register:

- Visit www.njlm.org/seminars.
- Go to the date you are attending.
- Download registration form, complete it, and fax it with your voucher to 609-695-0151.

Questions about registering? Contact Sue DeLany sdelany@njlm.org or 609-695-3481, ext. 111.

CEUs CMFO/CCFO-1.0 ACCT,1.0 BUD; CTC-2.0 Gen/Sec; RMC-2.0 Fin; QPA-2.0 Off Admin/Gen Duties; CPA-2.0 Fin; RPPO/RPPS-2.0 P/P; NJCLE-2.4, PACLE 2.0; LGLP-3.0

***Please note:** PACLE courses require the attendee to pay a separate fee (not including registration fees) to obtain credits. PACLE credit forms can be downloaded from the League Seminar page: <http://www.njlm.org/seminars>.

In case of inclement weather or cancellation: We will announce emergency seminar or webinar cancellations via recorded announcement on our Weather Hotline, 609-695-3481, ext. 200, and post announcements online at www.njlm.org; Facebook page, [facebook.com/njleague](https://www.facebook.com/njleague); and X [@NJ_League](https://twitter.com/NJ_League) after 6:00 a.m. on the morning of the meeting.