




MEMORANDUM

Date: March 23, 2026

To: The Honorable Chair and Members
Pima County Board of Supervisors

From: Jan Lesher 
County Administrator

Re: **Additional Information for the March 24, 2026, Board of Supervisors Meeting
Consent Agenda Item 13 –Amendment 4 Banking Services Contract**

Background Information

Bank of America has served as our primary institution for both general banking and investment safekeeping (custodial services) since 2003. Currently, our financial ecosystem is fragmented across multiple providers:

- **Bank of America:** Servicing and Safekeeping
- **Third-Party Providers:** Merchant Services, Online Tax Payments, and Lockbox Services

Our primary goals with this Request For Proposal are to establish a new Banking Services contract with an emphasis on the consolidation of services.

Procurement Update

The current contract was awarded on July 1, 2020, and ended June 30, 2025. It was previously extended by the Board for one year taking the end date to June 30, 2026. We are currently in the active phase of a Request for Proposals for our servicing bank operations. We are seeking a single-provider solution—or the highest degree of consolidation possible—to increase operational efficiency and streamline our financial reporting.

A virtual pre-proposal meeting was successfully conducted on March 18, 2026. The meeting was well attended by potential bidders, indicating strong market interest. The Treasurer's Office staff are currently processing and answering specific technical questions raised during the pre-proposal meeting to ensure all vendors have the clarity needed to submit competitive proposals.

Board Request

Recognizing the complexity of moving two decades of infrastructure, we are proactively requesting an extended the current Bank of America contract for one

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March 23, 2026
Page 2

year. This extension would be used to accommodate a transition period if a new vendor is selected. If a new vendor is selected, we have budgeted for a structured **12-month implementation period** to ensure a seamless transition without disruption to county services.

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- c: The Honorable, Brian Johnson, Treasurer
- Carmine DeBonis, Jr., Deputy County Administrator
- Steve Holmes, Deputy County Administrator
- Chad Kasmar, Deputy County Administrator
- Bruce Collins, Director, Procurement Department