

Request for Qualifications: Banking Services (“RFQ”)

**Marion County Hospital District
October 5, 2026**

RFQ 26-01

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SECTION 1: ADMINISTRATIVE INFORMATION

A. Introduction

The Marion County Hospital District (“MCHD” or the “District”) is soliciting proposals from qualified financial institutions to provide various banking services. Through this RFQ the District intends to minimize banking costs and improve operational efficiency. The District’s needs are outlined in the following Request for Qualifications (“RFQ”).

B. Schedule of Pertinent Dates

Activity	Date
RFQ Issue Date	10/6/2026
Inquiries Due	10/16/2026
Responses to Inquiries Posted	11/2/2026
Proposal Submission Deadline	12/1/2026
Selection of Finalists	12/14/2026
Oral Presentations, if needed	TBD
Approval by District Board of Trustees	12/14/2026
Anticipated Contract Start Date	1/29/2027

C. Official Means of Communication

All official communication regarding this RFQ will be posted on the Marion County Hospital District website at <https://www.mchdt.org/>. Notices may include addenda, revisions, answers to inquiries, clarifications, schedule changes, finalist information, and the notice of intended award. Respondents are responsible for regularly monitoring the District website for all such postings.

From the release of this RFQ until the end of the seventy-two (72) hour period following the posting of the notice of intended award, excluding Saturdays, Sundays, and state holidays, respondents and persons acting on their behalf may not contact any employee, officer, trustee, committee member, or representative of MCHD regarding any aspect of this solicitation, except by written inquiry to RFQ@mchdt.org. Violation of this provision may be grounds for rejecting a proposal.

D. Submission Requirements

To be considered responsive, proposals must be received by MCHD on or before the proposal submission deadline stated in the Schedule of Activities. Proposals received after the deadline will not be considered. Electronic submission is permitted and preferred. Respondents may submit a complete proposal electronically by email to RFP@mchdt.org. If file size limits prevent email transmission, respondents should request written instructions through RFP@mchdt.org before the submission deadline. The email subject line should read: RFQ 26-03: Banking Services.

Hard-copy submission is also permitted. Respondents submitting by mail, courier, or hand delivery must provide one (1) hard-copy, and one (1) electronic PDF copy on a USB drive. The sealed package must be clearly marked in the lower left corner: RFQ 26-03: Banking Services.

Deliver the hard-copy and PDF copy on USB to:

Marion County Hospital District
Attn: Debra Velez, Chief Operating Officer
2547 East Silver Springs Boulevard
Ocala, Florida 34470

All submitted materials will become part of the official public records of MCHD and will not be returned. Respondents are solely responsible for ensuring timely receipt of their proposals. MCHD is not responsible for delays caused by mail, courier, electronic transmission, file-size limitations, internet service interruptions, or any other delivery issue.

E. Oral Presentations

Respondents deemed most qualified by the District after initial evaluation may be asked to make oral presentations to the District. Presentations will be at the firms' expense. If presentations are deemed necessary, the date, time, format, and instructions will be posted on the District's website and provided by email to the applicable respondents.

F. Award of Contract

The District will review and score responsive proposals and may recommend a firm for award. The proposal selected will be the proposal determined to be most advantageous to the District, taking into account the evaluation criteria and the District's best interests. A contract must be completed and signed by all parties before services begin. If the District and the selected firm are unable to enter into a contract, the District may cancel the award and negotiate with the next-ranked respondent, reject all proposals, or take any other action permitted by this RFQ and applicable law.

SECTION 2: BACKGROUND, OVERVIEW AND GOALS

A. Organization

MCHD was established in 1965 to provide healthcare for the citizens of Marion County. Since that time, the District has leased the hospital it operated and has invested its assets while reinvesting in the community. Today, the District manages approximately \$335,000,000 in invested assets and seeks a banking partner capable of providing secure depository, treasury management, and cash management services supporting daily operations.

MCHD is governed by a Board of Trustees comprised of community leaders who volunteer their time and talents to help ensure the District achieves its mission. The District supports health programs for the citizens of Marion County and works closely with community partners to address priorities including dental health, diabetes and obesity, substance use and behavioral health, unintentional injuries, and prevention and early detection of chronic disease.

The District is a dependent special district of the State of Florida and retains fiduciary responsibility for the investment of the funds entrusted to it. More information about the District can be found at <https://www.mchdt.org/>. The District is a governmental entity of the State of Florida and is subject to Florida public records and open government requirements. All materials submitted and all communications with proposing firms may be subject to public disclosure.

B. Contract Term

The District seeks to enter into an indefinite contract, subject to any applicable re-bid requirements pursuant to Florida law, terminable at will by either party upon thirty (30) days' written notice, and to establish a long-term relationship with the selected financial institution.

SECTION 3: SCOPE OF SERVICES

A. The District seeks proposals to provide banking services for the following accounts:

1. The Primary Checking Account - which is used for paying bills, payroll, credit card payments, miscellaneous expenses and deposits. This account has 100+ transactions per month, on average. A copy of statements for the Primary Checking Account from the two months prior to the issuance of this RFQ are attached hereto as ***Exhibit "1."***
2. Department of Children and Families Account – Public Fund Money Rate Savings Account – this account receives appropriation funds from the Department of Children and Families to fund local organizations that perform domestic violence services and support. This account typically sees less than five transactions per month. A copy of statements for the Department of Children and Families Account from the two months prior to the issuance of this RFQ are attached hereto as ***Exhibit "2."***
3. The Opioid Abatement Funds Account – This account is a Public Fund Money Rate Savings Account and serves as a repository for money received by Marion County as part of the opioid settlement agreement. The account is used to manage, oversee and distribute funds to organizations designated by the County as qualifying for the Opioid Settlement Funds. A copy of statements for the Opioid Abatement Funds Account from the two months prior to the issuance of this RFQ are attached hereto as ***Exhibit "3."***

SECTION 4: REQUIRED PROPOSAL INFORMATION

Proposals must specifically address and include the information requested in this section. Respondents should organize their proposals using the headings below and should provide direct, complete answers. Where the response is "yes" or "no," respondents should state the answer clearly and provide supporting detail where requested.

The qualification criteria are divided into Mandatory Qualifications and Preferred Qualifications. Mandatory Qualifications are minimum requirements. Preferred Qualifications will be considered during evaluation but are not minimum requirements unless expressly stated otherwise.

A. Mandatory Qualifications

To be considered for selection, financial institutions must meet at least the following minimum qualifications:

1. The financial institution must be a Qualified Public Depositor (QPD) as defined in Florida Statutes, Chapter 280 as well as a Federal Withholding Tax Depository. A proposing financial institution shall provide evidence of ability to protect public funds through the adequate collateralization of deposits. Evidence will include a copy of the most recent QPD Report filed with the State of Florida.
2. The financial institution must be organized for the purpose of providing commercial banking services and have three (3) years previous experience with proven effectiveness in administering the specified services for governmental institutions and have a proven ability for immediate contract start-up.
3. The financial institution must furnish a complete and comprehensive response to the Written Questionnaire at Section (4)(B) of the RFQ.
4. The financial institution must maintain at least one physical office branch located within Marion County, Florida.
5. The financial institution must have the ability to provide various electronic banking services that should include but not be limited to; wire transfers, online services, positive pay, reverse positive pay validation, direct deposit and ACH.
6. The financial institute shall provide a local contact with decision-making authority and the ability to resolve issues and answer operational inquiries in a timely manner.
7. A list of three local references with whom the financial institution does business.
8. The financial institution must furnish copies of fraud control policies that would be applicable to the District's account.
9. The financial institution shall furnish a proposed fee arrangement for each of the District's accounts to include fees applicable to the initial term, renewal options, a guaranteed pricing period, and advance notice requirements for fee changes.

B. Written Questionnaire

1. Summarize the financial institution's competitive advantages over competing proposals.
2. Describe any unique additional or alternative services offered by the financial institution that may benefit MCHD.

3. Describe all available sweep options (ICS/CDARS, government money market, repo, or other public-funds compliant alternatives), associated yields, and collateral requirements.
4. Describe the financial institution's fraud-control policies including but not limited to:
 - i. Check Positive Pay with payee verification;
 - ii. ACH Positive Pay or debit filters/blocks;
 - iii. Dual approval for ACH and wire transactions;
 - iv. Multifactor authentication and out-of-band verification;
 - v. User entitlement controls and audit reporting; and
 - vi. Fraud-notification and incident-response procedures.
5. Provide a clear written summary of the financial institution's proposed Fee Structure which shall include:
 - i. All-in fees for the requested services, including initial, ongoing, custodial, management, and other applicable fees. Copies of the Districts bank statements from the two months prior to the issuance of this RFQ are attached hereto as ***Exhibits 1, 2 and 3*** to assist Respondents in responding to this RFQ.
 - ii. A complete banking fee schedule including monthly account maintenance, ACH origination, ACH receipt, domestic wires, Positive Pay, Remote Deposit Capture, lockbox (if offered), merchant services, online treasury management, deposit supplies, and any implementation or conversion fees. This information should include applicable benchmark, spread, reset frequency, fees, liquidity, collateralization, and any balance requirements.
6. Provide a summary of the financial institution's customer service philosophy.

SECTION 5: EVALUATION CRITERIA

The District will select a firm based on evaluation of responsive proposals according to the criteria below. Qualified proposals must meet the Mandatory Qualifications and show that the firm and engaged personnel have all authorizations, permits, licenses, and certifications required by law to perform the services specified in this RFQ.

Category	Weight
Fees	30%
Responses to the Written Questionnaire	25%
Qualifications	25%
Customer Service	10%
Local Presence & References	10%

The District reserves the right to be the sole judge as to the overall acceptability of any proposal and the individual merits of specific provisions within competing offers. The District's decision will be final. The District reserves the right to reject any and all proposals in whole or in part, withdraw the RFQ, waive informalities, obtain new proposals, and take any other action in the best interests of the District. This RFQ does not obligate the District to accept or contract for any services or pay any costs incurred by respondents in preparing or submitting a proposal.

SECTION 6: INSTRUCTIONS TO RESPONDENTS

A. Respondents shall thoroughly examine and be familiar with the specifications. Failure to receive or examine this document shall not relieve the respondent of obligations pertaining to this RFQ or any subsequent contract.

B. Any unauthorized changes or modifications to the RFQ specifications may result in rejection of the proposal as nonresponsive.

C. The responsibility for submitting the proposal to MCHD on or before the specified date and time rests solely with the respondent. MCHD is not responsible for delays caused by transmission, delivery, or any other occurrence.

D. The response deadline will be strictly observed. Under no circumstances will a proposal delivered after the deadline be considered.

E. Respondents may not withdraw or modify proposals for ninety (90) days after the opening time and date, unless MCHD agrees otherwise in writing.

F. MCHD reserves the right to reject the proposal of any respondent that has previously failed to properly perform a contract, failed to deliver timely on similar contracts, or is not in a position to perform properly under this contract.

G. Federal, state, county, and local laws, ordinances, rules, and regulations that affect the services covered herein apply. Lack of knowledge by the respondent will not relieve the respondent from responsibility.

H. By submitting a proposal, the respondent warrants to MCHD that it will comply with all applicable federal, state, and local laws, regulations, and orders in providing the services under the proposed contract.

I. By submitting a proposal, the respondent certifies that its proposal is made without collusion, fraud, outside control, or other illegal action, and without any improper understanding, agreement, or connection with any other respondent.

J. Pursuant to Section 287.134(2)(a), Florida Statutes, an entity or affiliate placed on the discriminatory vendor list may not submit a bid or proposal on a contract to provide goods or services to a public entity and may not transact business with a public entity.