

Contact: Andrea Anania

ANNUAL REVIEW OF BANKING AND BROKER RELATIONSHIPS

Action Requested: Consider approval of changes to the brokerage firms and financial institutions, subject to the limitations specified with respect to purpose and maximum amount.

Executive Summary:

FINANCIAL INSTITUTIONS

Iowa Code §12C.2 requires that the Board of Regents approve financial institutions that serve as depositories of its public funds. Approval must be entered by written resolution or order into the Board's minutes, distinctly naming each approved depository and specifying the maximum amount which may be kept on deposit. Regent Policy Manual §7.08(J.2) requires that changes in investment relationships be reviewed by the Audit/Compliance and Investment Committee (ACIC) and approved by the Board before institutions are permitted to use their services.

Each Regent institution periodically reviews its banking relationship needs. Some banking relationships, such as primary relationships, are bid on a competitive basis. Other banking relationships are maintained and analyzed on an "as needed" basis.

BROKERAGE FIRMS

Regent Policy Manual §7.04(G.3) requires that brokerage firms be approved by the ACIC and the Board before institutions are permitted to use their services.

The institutions shall have the discretion to execute transactions with approved brokerage firms. Selection of brokerage firms shall be based on the quality of execution rendered, the value of research information provided, the financial health of the brokerage firm, the general business integrity of the firm, the cost of services, and the overall efficiency in transacting business. After a brokerage firm has been approved, the institutions shall notify the ACIC if any of the above factors change and if the institutions no longer wish to execute transactions through that particular firm.

Once a brokerage firm is approved, it is approved for all Regent institutions. Board approval does not compel, but rather, permits an institution to do business with a brokerage firm. As illustrated below, there is one change to the list of brokerage firms from last year. Current brokerage firms include:

BROKERAGE FIRMS AS OF SEPTEMBER 2008

- ◆ A. G. Edwards & Sons, Inc.
- ◆ RBC Dain Rauscher
- ◆ ~~Kirkpatrick, Pettis, Smith, and Polian, Inc. (KPSPI)~~
- ◆ Smith Barney, a division of Citigroup Global Markets
- ◆ D.A. Davidson & Co. (acquired KPSPI)
- ◆ UBS Financial Services, Inc.
- ◆ Wells Fargo Brokerage Services LLC

FINANCIAL INSTITUTIONS AS OF SEPTEMBER 2008

| UNIVERSITY OF IOWA | <u>Maximum Deposit</u> | <u>In Iowa</u> | <u>Outside Iowa</u> |
|--|------------------------|----------------|---------------------|
| Wells Fargo Bank – Iowa (DDA) ^{1, 6, 7, 9} | \$400,000,000 | X | |
| Bank of America – Des Moines (DDA) ^{1,5} | \$150,000,000 | X | |
| Hills Bank & Trust Company – Iowa City ⁹ | <u>\$25,000,000</u> | X | |
| | <u>\$20,000,000</u> | | |
| Iowa State Bank and Trust – Iowa City (DDA) ⁷ | <u>\$25,000,000</u> | X | |
| | <u>\$20,000,000</u> | | |
| University of Iowa Community Credit Union ^{1, 9} | <u>\$25,000,000</u> | X | |
| | <u>\$20,000,000</u> | | |
| US Bank Iowa – Cedar Rapids (DDA) | <u>\$25,000,000</u> | X | |
| | <u>\$20,000,000</u> | | |
| US Bank – Iowa City (DDA) ⁵ | <u>\$25,000,000</u> | X | |
| | <u>\$20,000,000</u> | | |
| Wells Fargo Bank – Atlantic ² | | X | |
| Wells Fargo Bank – Minnesota ^{4, 8} | | | X |
| Wells Fargo Bank – Van Wert, Ohio ² | | | X |
| IOWA STATE UNIVERSITY | <u>Maximum Deposit</u> | <u>In Iowa</u> | <u>Outside Iowa</u> |
| Bankers Trust – Des Moines ^{1, 2-5} | \$150,000,000 | X | |
| Wells Fargo Bank – Des Moines ⁶ | \$20,000,000 | X | |
| First National Bank – Ames | \$1,000,000 | X | |
| US Bank – Ames | \$1,000,000 | X | |
| Chase Manhattan Bank – Wilmington, Delaware² | | | X |
| Wells Fargo Bank – Minneapolis, Minnesota ^{4, 6, 8} | | | X |
| Bank of America – Des Moines ³ | | X | |
| UNIVERSITY OF NORTHERN IOWA | <u>Maximum Deposit</u> | <u>In Iowa</u> | <u>Outside Iowa</u> |
| Wells Fargo Bank – Cedar Falls (DDA Account) | \$30,000,000 | X | |
| Regions Bank – Cedar Falls (DDA Account) | \$20,000,000 | X | |
| Wells Fargo Bank – Minnesota ^{4, 8} | | | X |
| Regions Bank – Taylorville, Illinois ² | | | X |
| IOWA SCHOOL FOR THE DEAF | <u>Maximum Deposit</u> | <u>In Iowa</u> | <u>Outside Iowa</u> |
| US Bank – Council Bluffs | \$3,000,000 | X | |
| Wells Fargo Bank – Des Moines ⁶ | | X | |
| IOWA BRAILLE AND SIGHT SAVING SCHOOL | <u>Maximum Deposit</u> | <u>In Iowa</u> | <u>Outside Iowa</u> |
| Regions Bank – Vinton | \$1,600,000 | X | |
| US Bank – Cedar Rapids | \$350,000 | X | |

DDA = Demand Deposit Account

1. Concentration.
2. Controlled Disbursement Account.
3. Credit Card Processor.
4. Custodial Accounts for University Investments.
5. Lockbox Included.
6. Paying Agent.
7. Trust Accounts for Bond Issues.
8. Trust Accounts for Fund Managers.
9. Savings Account.