



SYNOVUS®

We are here
For you

The Village of Estero, FL

June 20, 2025

Agenda

- 1 Synovus Bank Introduction
- 2 Relationship Team & Servicing Model
- 3 Loan Requests – Term Loan & RLOC
- 4 Banking Proposal Overview
- 5 Timeline & Online Banking
- 6 Questions

Our Philosophy

While our capabilities include expert advice and competitive products and services tailored to your individual needs, we're certain you also find our relationship-centered approach to be refreshingly unique. We're here to truly know you — to understand your day-to-day and long-term needs and to meet those with an experience that creates value across your organization.

The foundation of our 130-year history is building trusting relationships and strengthening the communities we serve. Even as we've grown through the years, becoming today the largest mid-cap bank in the Southeast, we've never forgotten that our customers are the reason we are here.

Our team members codified our promise to deliver exceptional service through Our Customer Covenant, shown below. In sharing this promise with you, we ask that you hold us accountable for delivering on every word should we earn your business.

Our Customer Covenant

*We pledge to serve every customer with the highest levels of sincerity, fairness, courtesy, respect,
and gratitude, delivered with unparalleled responsiveness, expertise, efficiency, and accuracy.*

We are in business to create lasting relationships, and we will treat our customers like we want to be treated.

*We will offer the finest personal service and products delivered by caring team members who take 100% responsibility
for meeting the needs of each customer.*

We have a *proven model for success.*

\$60
BN

Assets

\$6.33
BN

Market Cap

A TOP PERFORMING
MID-CAP BANK

270+
BRANCHES ACROSS
FIVE STATES



Your Relationship Team



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Whls Relationship Service Supervisor

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Matthew Farzanrad

Treasury Management Consultant

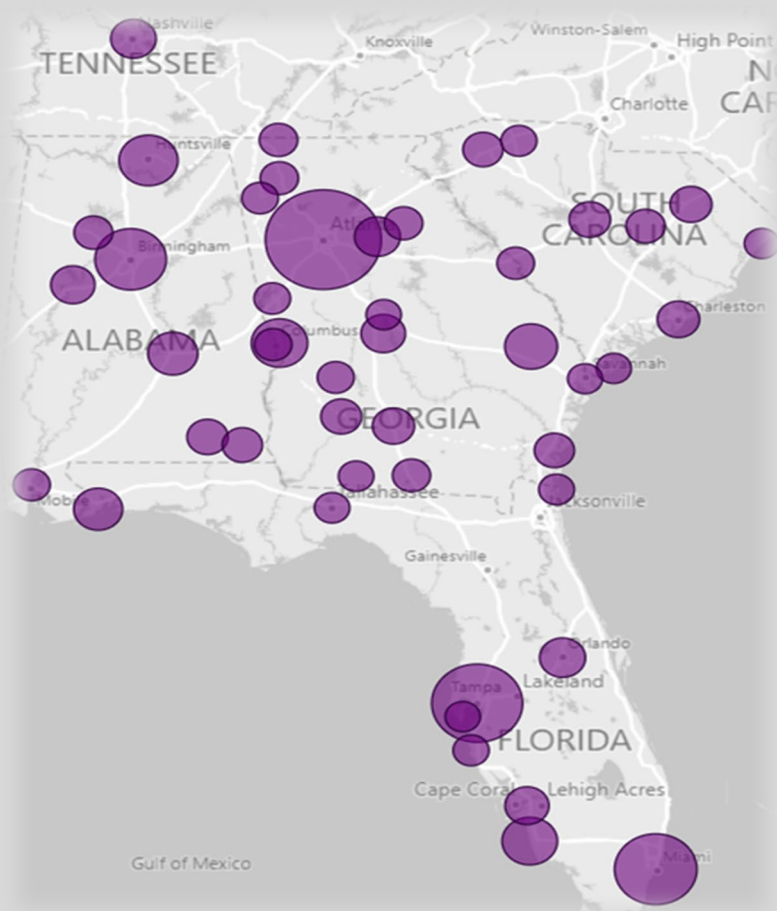
Gov Treasury & Payment Solutions

(O) 407.204.3341

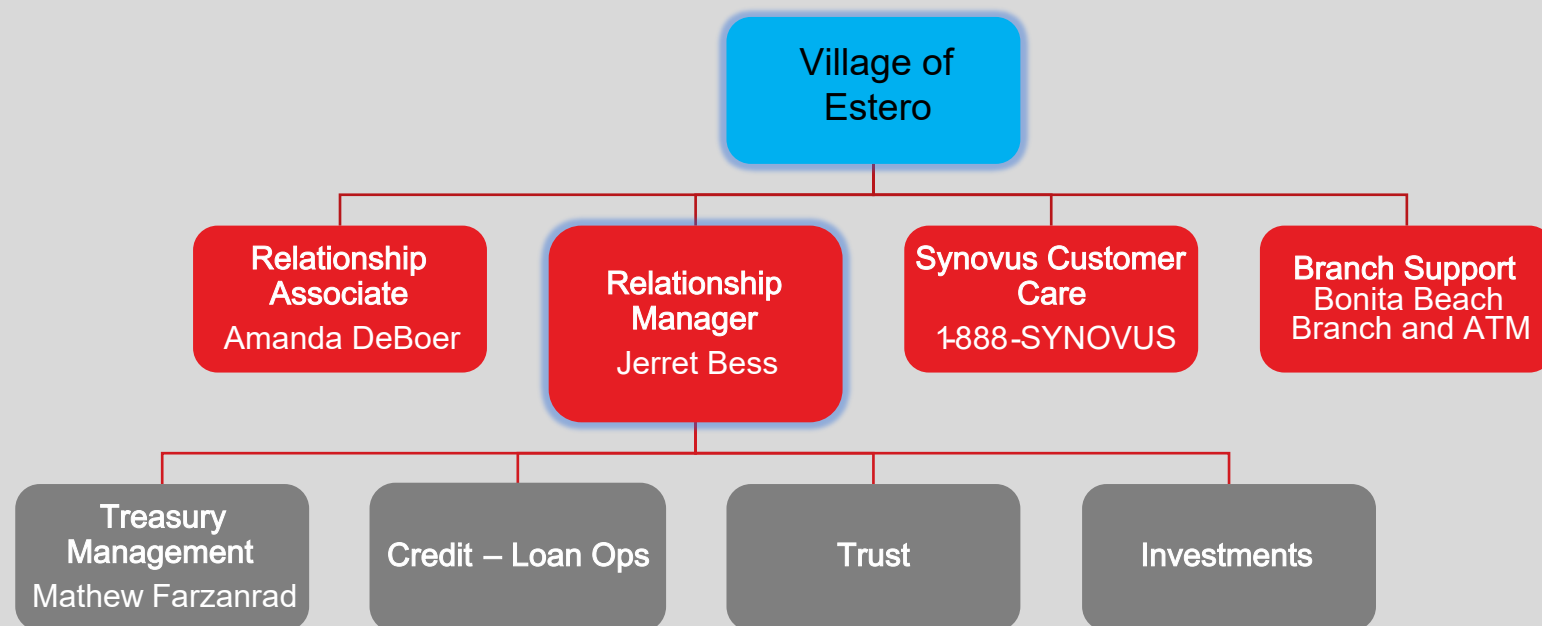
(C) 407.446.5545

MathewFarzanrad@Synovus.com

Best In Class Government Banking



Customer Service Model



What We Heard and Recommendations

Facility Details

Revolving Line of Credit

Amount:

Not to exceed \$10 million

Purpose:

The RLOC shall be used to fund capital project

Term:

Two year terms, renewable for an additional two years at each maturity

Security:

- a) An agreed upon revenue stream,
- b) CB&A

Repayment:

The Village shall make monthly interest payments with all outstanding principal due upon maturity, unless renewed.

Interest Rate:

The interest rate shall be variable and indexed to 1-Month SOFR + 3.29% (indicative rate of 7.61%)

Fees:

- a) 25 bps commitment fee
- b) No prepayment fee

What We Heard and Recommendations

Facility Details

Non-Bank Qualified Tax-Exempt Term Loan

Amount:

Not to exceed \$13 million

Purpose:

The reimburse the Village for a portion of the cost related to the purchase of land and to cover any costs associated with closing of the subject loan.

Term:

15-year term, fully amortizing

Security:

Covenant to Budget and Appropriate

Repayment:

Semi-annual interest payments, commencing 6-months from the closing date and annual principal payments commencing 1-year from the closing date

Interest Rate:

Fixed at 4.76 percent (indicative)

Fees:

- a) 25 bps commitment fee
- b) No prepayment fee

Executive Summary

Based on our RFP response, the following is a concise overview of our proposal highlights:

Proposal Summary

- Dedicated Government Solutions Team and Treasury Management Consultant
- Earnings Credit Rate (ECR) of **1.25%** managed after fee waiver period
- The Interest Rate on excess balances will be based on the Target Federal Funds Rate minus .25% (indicative 4.25%)
- Estimated annual interest earnings of \$590,495 on core excess balances (does not include potential interest earned from funds currently invested in Florida Cooperative Liquid Assets Securities System. A summary of what the Village FLCLASS funds could earn at Synovus can be provided upon request).
- Proposed line-item pricing guaranteed for life of the contract
- \$1,500 annual supply credit for banking supplies (deposit slips, stamps, tamper evident bags etc.)
- Waiver of implementation fees for proposed services
- Waiver of all service fees for 3 months during implementation and conversion. During this time, interest would be earned on the Villages entire balances
- Customized conversion and implementation plan with tailored training on Synovus Bank's services
- All online services provided through a single sign-on encrypted log-in processes

Confidential



PRO FORMA ANALYSIS PREPARED FOR
Village of Estero

Balance Summary

NUMBER OF DAYS IN CYCLE	31	Balances as of:	Date
AVERAGE LEDGER BALANCE		+	\$14,191,000.00
LESS FLOAT		-	\$0.00
PLUS NEGATIVE AVERAGE COLLECTED BALANCES		+	\$0.00
AVERAGE COLLECTED BALANCE		=	\$14,191,000.00
LESS FEDERAL RESERVE REQUIREMENT	0%	-	\$0.00
AVERAGE INVESTABLE BALANCE		=	\$14,191,000.00
EARNINGS CREDIT (Based on 365 Day Year)	1.25%	+	\$15,065.79
ALL ANALYZED FEES (EXCLUDE IMPL FEES)			
ANALYZED FEES		-	\$592.85
NET SERVICE CHARGE		=	\$0.00
EXCESS COLLECTED BALANCES			\$13,632,573.55
ADDITIONAL COLLECTED BALANCES TO OFFSET ANALYZED FEES			\$0.00
IMPLEMENTATION FEES			
ONE TIME SET UP CHARGES			\$0.00
INTEREST ON EXCESS BALANCE	4.25%		\$49,207.99

Service Detail

The fees listed below are based on information gathered from your company and is not an invoice for services. Prices are subject to change and any services not listed will be charged the Bank's standard fees.

SERVICES	VOLUME	PROPOSED FEE	TOTAL PROPOSED FEE	BALANCES REQUIRED
GENERAL ACCOUNT SERVICES				
Deposit Administration Fee	141,910	\$0.0000	\$0.00	\$0
Monthly Account Maintenance	1	\$35.0000	\$35.00	\$32,968
NSF/Overdraft Fee	0	\$36.0000	\$0.00	\$0
Negative Collected Balance Fee	0	P+4.0%	\$0.00	\$0
Deposits	0	\$1.0000	\$0.00	\$0
Items Deposited Total (CCH, Local and Non-local Fed-City & RCPC, and Dep On	58	\$0.2000	\$11.60	\$10,926
Return Deposited Item	0	\$9.0000	\$0.00	\$0
Redeposited Return Item	0	\$9.0000	\$0.00	\$0
Deposit Corrections	0	\$6.5000	\$0.00	\$0
Checks Paid	74	\$0.2200	\$16.28	\$15,335
Other Debits	0	\$0.2200	\$0.00	\$0
Preauthorized Debit	23	\$0.2100	\$4.83	\$4,550
Other Credits	0	\$0.2200	\$0.00	\$0
Preauthorized Credit	38	\$0.2100	\$7.98	\$7,517
Analysis E-Statement	0	\$0.0000	\$0.00	\$0
Stop Payment	0	\$36.0000	\$0.00	\$0
TOTAL GENERAL ACCOUNT SERVICES	142,104		\$75.69	\$71,295
WIRE TRANSFER SERVICES - DOMESTIC & INTERNATIONAL				
Wire Module Monthly Per Acct	1	\$16.0000	\$16.00	\$15,071
Domestic Wire Transfer Incoming	0	\$18.0000	\$0.00	\$0
Domestic Wire Transfer Out Online	0	\$18.0000	\$0.00	\$0
TOTAL WIRE TRANSFER SERVICES - DOMESTIC & INTERNATIONAL	1		\$16.00	\$15,071

SERVICES	VOLUME	PROPOSED FEE	TOTAL PROPOSED FEE	BALANCES REQUIRED
Gateway Premium Reporting (incl Core Reporting)				
1st Account	1	\$90.0000	\$90.00	\$84,774
Each Additional Account	0	\$45.0000	\$0.00	\$0
TOTAL ONLINE BANKING SERVICES	1		\$90.00	\$84,774
ACH ORIGINATION				
ACH Payments - Gateway				
ACH Origination Monthly Per Acct	0	\$65.0000	\$0.00	\$0
ACH Origination Per Item (CCD,CTX,TEL,Web,PPD)	0	\$0.1600	\$0.00	\$0
ACH Payments - Same Day ACH				
Same Day ACH Per Item	0	\$0.9500	\$0.00	\$0
Same Day ACH Unauthorized Batch	0	\$10.0000	\$0.00	\$0
ACH Payments - Other				
ACH Per Batch Fee	0	\$9.0000	\$0.00	\$0
ACH Change/delete/reversal Fee	0	\$50.0000	\$0.00	\$0
ACH Notification Of Change (Noc)	0	\$5.5000	\$0.00	\$0
ACH Return Item Fee	0	\$6.0000	\$0.00	\$0
ACH Return Unauthorized Item Orig	0	\$6.0000	\$0.00	\$0
Total ACH Origination	0		\$0.00	\$0
FILE & DATA SERVICES				
BAI Intra Day File- Charge per month	1	\$150.0000	\$150.00	\$141,290
TOTAL FILE & DATA SERVICES	1		\$150.00	\$141,290
EDI				
EDI Reporting Monthly Per Acct	1	\$55.0000	\$55.00	\$51,806
Total EDI	1		\$55.00	\$51,806

ACCOUNT PROTECTION & RECON SERVICES**Positive Pay/Payee Positive Pay**

Positive Pay Monthly Per Acct	1	\$65.0000	\$65.00	\$61,226
Positive Pay Per Item Issued	74	\$0.0700	\$5.18	\$4,879
Positive Pay Exception Per Item	0	\$4.0000	\$0.00	\$0
Positive Pay File Trnsmsn Monthly	0	\$45.0000	\$0.00	\$0
Payee Positive Pay Per Item Issued	74	\$0.0700	\$5.18	\$4,879
ACH Positive Pay (PP)				
ACH Positive Pay Comp ID Rule Added	0	\$7.0000	\$0.00	\$0
ACH Positive Pay Monthly Per Acct - 1st Acct	1	\$45.0000	\$45.00	\$42,387
ACH Positive Pay Exception Per Item	0	\$4.0000	\$0.00	\$0

TOTAL ACCOUNT PROTECTION & RECON SERVICES	150		\$120.36	\$113,371
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ACCELERATE AR REMOTE DEPOSIT (RDC) & IMAGE CASH LETTER SERVICES**Accelerate AR Remote Deposit Capture**

Remote Dep Monthly Maint	1	\$50.0000	\$50.00	\$47,097
Remote Dep Per Scanner	1	\$30.0000	\$30.00	\$28,258
Remote Dep Items Scanned	58	\$0.1000	\$5.80	\$5,463

TOTAL ACCELERATE AR REMOTE DEPOSIT (RDC) & IMAGE CASH LETTER SER	60		\$85.80	\$80,818
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TOTAL ANALYZED PROPOSED FEES /Fee Based Fees

\$592.85

TOTAL PROPOSED FEES Plus Equipment Charges

\$592.85

IMPLEMENTATION & PROGRAMMING CHARGES

\$0.00

AVG COLLECTED BALANCE REQUIRED TO OFFSET TOTAL PROPOSED FEES (less Fee based)

\$558,426.45

Your implementation *experience*



1

Consultation

- Team introductions
- Confirm solutions
- Review plans
- Gather information/details for documentation and solution build



2

Establish responsibilities and timeline

- Develop mutual work responsibilities
- Review final project plan
- Establish meetings on joint calendars
- Adopt agreed upon timeline and “go live” date



3

Execute documents and solution build

- Execute all account and contractual documentation
- Build online platform, set up templates, user profiles, etc.
- Mutual teams’ contribution to status meeting



4

Training and testing

- Extensive solution use training by Synovus team
- Testing of all solutions and services
- Final review of all items with full team



5

Final testing and “go live”

- Final file testing for all solutions
- Troubleshooting provided by Synovus team on day of “go live”



6

Post “go live” review

- Wrap-up and troubleshooting meeting with Synovus team
- Synovus TPS will provide regularly scheduled reviews in 30-day intervals

- Synovus Gateway landing page provides quick view access of all the accounts
- All Modules via one login available in the column on the left.
- Quick and easy navigation to all services for payments, customizable reports, fraud services, and remote deposit capture.
- Quick activity search, approvals to be processed, and favorite reports available in the column on the right.

The screenshot displays the Synovus Gateway landing page. At the top, the Synovus logo is on the left, and the user's name 'Good Evening, Chris Johnson' and last login time 'Last login 06/17/2025 at 3:04 PM' are on the right. Below the header, a blue banner reads 'Click an account tile to view details and transaction history.' The main content area is divided into three sections: a left sidebar with navigation links (Home, Messages, Transactions, Payments, Deposits, Reports, Services, Statements, Manage Users, Help, Settings, Locations, Contact Us, Log Off), a central 'Home' section with 'PRIORITY ACCOUNTS' (Operating 245762, Payroll 202101, Money Market 062020) and a 'View all accounts' link, and a right sidebar with 'FAVORITE REPORTS', 'TRANSACTION APPROVALS', 'LOCKED LOGINS', and 'FX RATES'.

Account Name	Available Balance	Current Balance
Operating 245762	\$29,314,567.15	\$29,314,567.15
Payroll 202101	\$663,765.11	\$669,187.07
Money Market 062020	\$11,705,331.78	\$11,705,331.78

Synovus Gateway – Single Sign On

Thank You

