



PRESENTS THE FOLLOWING PROPOSAL TO:

Galion School District

CONTACT INFORMATION:



Charla Irvin, Vice President & Trust Officer
Phone: 419-525-8707



Brad Zellar, Vice President & Portfolio Manager
Phone: 740-349-3904



Chris Nadler, Assistant Trust Officer
Phone: 419-525-8768

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Firm History:

Richland Bank has 12 locations and is the largest bank in Richland County. Founded in 1898, Richland Savings Bank began operation with a total of four people. We were granted trust powers in 1928 and in 1929 the bank changed its name to the Richland Trust Company. We are the only fully staffed Trust Department in Richland County. In 1975, the bank legally registered the trade name "Richland Bank." Richland Bank became an affiliate of Park National Bank, headquartered in Newark, Ohio in 1987. Our administrative, operations and investment officers average over 20 ½ years in trust and investment experience. Richland Bank and our affiliates are collectively over a \$6 billion institution managing \$4.4 billion in trust assets.

Principal Staff:

Charla Irvin, Vice President & Trust Officer – Charla is Head of the Department and has spent her entire 39 years with the Investment & Trust Group. She has a CRSP (Certified Retirement Services Professional) designation and is a graduate of the OBA Trust and Employee Benefit Schools.

J. Bradley Zellar, Vice President & Trust Officer – Brad has supported Richland Bank for the last 18 years. He earned his BBA in Accounting and his MBA from Ohio University. In addition, he is a graduate of National Graduate Trust School. Brad is Head of the Investment Trust Committee and is the lead Portfolio Manager for the corporation.

Chris Nadler, Portfolio Manager & Financial Advisor – Chris joined Richland Bank in 2013. He brings expertise as a Financial Advisor. He is a graduate of The Ohio State University, Fisher College with a BSBA degree specializing in Finance. He obtained his Ohio Accident & Health, Life Insurance license and his Series 7, Series 66 licenses.

Resources We Can Provide:

- On-Line Inquiry Access (TrustReporter) - In addition, with a telephone call, we will immediately produce and e-mail a statement in PDF format.
- Monthly/Quarterly Account Statements - Fees are fully disclosed on both summary & detail pages (if applicable)
- Quarterly Performance Report
- Account Review Meetings according to the client's schedule
- Enhanced investment platform – Manager-of-Managers (Open Architecture)
- Investment advice and security trading (at a much lower negotiated cost) from skilled professionals
- A customized portfolio

Due Diligence Process:

We are different than most money managers. At Richland Bank we take great pain to adhere to our fiduciary duty regardless the type of client relationship. We are monitored not only by our internal examining staff but also the OCC (Office of the Comptroller of Currency).

Our Investment Policy is set by the Trust Investment Committee, which includes officers from the Bank and the Trust & Investment departments.

Benefits of Working with Richland Bank:

Richland Bank will work for the public entity and assure that you are in the appropriate product based on your goals and objectives

Richland Bank can provide the complete range of financial services needed by any public official

Public Entity Investments:

The Investment & Trust Group at Richland Bank will manage an investment account for the school. The account will hold U. S. Government Agencies, No load Mutual Fund (with Government Agencies being the underlying assets in the fund) & CDAR's depending on the cash flow needs. Maximum maturity will be five (5) years per The Ohio Revised Code. This account will have laddered maturity dates to mitigate risk and provide appropriate cash flow.

Star Ohio is investing your dollars in the exact same investments. However, their net income is much less than what we will provide to the school. To open this type of account you will need to have an investment policy on file with the Auditor of State. This policy must be approved by your board (there are some exceptions). The Investment & Trust Group will sign an agreement to abide by the school's investment policy. The treasurer is required to obtain 6 hours of CPIM training.

The Investment & Trust Group works very closely with Cash Management. Cash Management handles your day to day cash flow needs. Such as, checking accounts, savings accounts, lockbox, scanner and payroll. The Investment & Trust Group handles the funds that are not required on a daily basis. It is a partnership which benefits the client.

We can provide reports for board meetings. In addition, we are happy to periodically attend your board meetings to review your account and field any questions.

Investment & Trust Group Fee:

Our Public Entity Fee is currently is at .10% based on the current interest rate environment. As rates begin to move your fee could be adjusted. However, this will never occur without prior notification. Our fee is calculated monthly on your account value and 1/12 will be deducted from your investment account.



Marketable CD's/Bond Portfolio
Market Fluctuation - Hold until Maturity Receive 100% of Investment
1,500,000

Maturity	Cost	Asset Type	Yield	Annual Est. Income
2017				
	\$100,000	Bank of India NY	0.70%	\$700.00
	\$100,000	Bank of China NY	0.75%	\$750.00
	\$100,000	Bank Finl Chicago	0.80%	\$800.00
2018				
	\$100,000	Bank Rhode	0.95%	\$950.00
	\$100,000	Stearns	1.00%	\$1,000.00
	\$100,000	Comenity Cap	1.15%	\$1,150.00
2019				
	\$100,000	Buckeye Cmnty	1.10%	\$1,100.00
	\$100,000	Ally	1.15%	\$1,150.00
	\$100,000	Horicon	1.20%	\$1,200.00
2020				
	\$100,000	Alma	1.35%	\$1,350.00
	\$100,000	Peoples	1.30%	\$1,300.00
	\$100,000	Investors	1.30%	\$1,300.00
2021				
	\$100,000	Goldman	1.50%	\$1,500.00
	\$100,000	Comenity	1.65%	\$1,650.00
	\$100,000	Synchrony	1.55%	\$1,550.00
TOTAL	\$1,500,000		1.16%	\$17,450.00
FEE			-0.10%	(\$1,800.00)
			1.06%	\$15,650.00

Illustration Purposes Only