RESOLUTION

concerning

THE ESTABLISHMENT OF A BANKING FACILITY

at

SOUTHERN CONNECTICUT STATE COLLEGE

April 14, 1978

WHEREAS, There is a need at Southern Connecticut State College for an on-campus banking facility to serve the banking needs of the students and of the employees of the College, and

WHEREAS, The Department of Administrative Services-Public Works has obtained proposals from two banks out of a number of banks from which such proposals were solicited, these proposals now having been reviewed by the Trustees, and

WHEREAS, The Trustees had adjudged the proposal of the Second New Haven Bank to be the more advantageous for the students and employees of Southern Connecticut State College, be it

RESOLVED, That the Board of Trustees for Connecticut State Colleges authorizes the Executive Director to proceed cooperatively with the Department of Administrative Services-Public Works to secure the required approvals of the Board of Higher Education and other State administrative agencies and to effect completion of an agreement with the Second New Haven Bank for the establishment of a banking facility on the Southern Connecticut State College campus in accordance with the terms of a lease proposal outline transmitted by the Department of Administrative Services-Public Works on March 20, 1978, and of the said bank's proposal dated January 19, 1978, and be it

RESOLVED, That the Executive Director is empowered to sign the aforesaid agreement in behalf of the Board of Trustees.

A Certified True Copy:

[Signature]

I. J. Davidson
Chairman
Dr. James A. Frost  
Board of Trustees for State Colleges  
P.O. Box 2008  
New Britain, Connecticut 06050  

Dear Dr. Frost:

At the Board of Higher Education meeting on Tuesday, June 27, 1978, a quorum being present and voting, the following resolutions were approved:

- **78-F37-S** To approve an agreement with the Second New Haven Bank for the establishment of a banking facility on the Southern Connecticut State College campus.

- **78-F47-S** To increase the College General Fee at Eastern Connecticut State College from $99.00 to $104.00 per academic year effective with the fall semester of 1978.

- **78-F48-S** To raze the wood frame maintenance garage at Central Connecticut State College and to erect a prefabricated steel building to be used as a maintenance garage.

I hereby certify that these are true copies of the resolutions.

Sincerely yours,

W. Robert Bokelman, Director  
Fiscal Planning and Management

WRB:ja  
Enclosures  
CC: Anthony V. Milano, Office of Policy and Management  
Edward Mickiewicz, Dept. of Administrative Services  
Carl R. Ajello, Attorney General  
Frank J. Reilly, Office of Policy and Management  
Ray Johns, Dept. of Administrative Services
RESOLVED that the Board of Higher Education, subject to its responsibility contained in Section 10-109b of the Connecticut General Statutes, Revision of 1958, approve the recommendation of the Board of Trustees for State Colleges to effect an agreement with the Second New Haven Bank for the establishment of a banking facility on the Southern Connecticut State College campus.

Michael D. Usdan, Commissioner
Board of Higher Education

6/27/78
May 25, 1978

Dr. James A. Frost
Board of Trustees for State Colleges
P.O. Box 2008
New Britain, Connecticut 06050

Dear Dr. Frost:

At the Board of Higher Education meeting on Tuesday, May 23, 1978, a quorum being present and voting, resolution No. 78-F43-S was approved to (1) construct the Southern Bypass Road at Central Connecticut State College, request the City of New Britain to cede Wells Street to the State, and to affirm in writing that upon completion of the bypass road the State will close Wells Street and assign it to the Trustees of the State Colleges for use by Central Connecticut State College; (2) provide necessary easements to the City of New Britain and other agencies maintaining utilities, sewers, and waterlines which may be affected by the closing of Wells Street; and (3) authorize the acquisition of properties listed in Board of Trustees for State Colleges' Resolution #78-36.

I hereby certify that this is a true copy of the resolution.

Action on the recommendation to effect an agreement with the Second New Haven Bank for a banking facility at Southern Connecticut State College was tabled to receive additional information. The Department of Administrative Services/Public Works will supply the information requested and the item will be placed on the agenda of the June Board meeting.

Sincerely yours,

W. Robert Bokelman, Director
Fiscal Planning and Management

WRB:ja
Enclosure
CC: Anthony V. Milano, Office of Policy and Management
    Daniel F. MacKinnon, Dept. of Administrative Services
    Carl R. Ajello, Attorney General
    Frank J. Reilly, Office of Policy and Management
    Ray Johns, Dept. of Administrative Services
BE IT RESOLVED that the Board of Higher Education, subject to its responsibility contained in Section 10-109b of the General Statutes as revised to January 1, 1977, approve the recommendation of the Board of Trustees for State Colleges to construct the Southern Bypass Road at Central Connecticut State College but only under the conditions stated in Resolution #77-76 passed by the Board of Trustees for the Connecticut State Colleges on July 15, 1977; namely, that prior to the beginning of construction the City of New Britain cede Wells Street to the State and that the Commissioner of Administrative Services affirm in writing that, upon the opening of the Southern Bypass Road to traffic, the State will close Wells Street and will assign Wells Street to the Trustees of the Connecticut State Colleges for use by Central Connecticut State College, and

BE IT RESOLVED that, recognizing the need for certain easements, the Board of Higher Education authorizes the Commissioner of Administrative Services, the Attorney General, and other appropriate agents of the State, in negotiating to take possession of Wells Street, to provide necessary easements to the City of New Britain and to such other public or private agencies as may maintain utilities, sewers, and water lines which may be affected by the closing of Wells Street, and

BE IT RESOLVED that the Board of Higher Education endorses and approves the acquisition of certain properties in the City of New Britain as listed in Resolution #78-36 passed by the Board of Trustees for the Connecticut State Colleges on April 14, 1978, and authorizes the acquisition of such property by whatever procedures are deemed necessary.

/\n
Man. S. Robinson, Deputy Commissioner
Board of Higher Education

5/23/78
April 11, 1978

Dr. W. Robert Bokelman
Director of Finance & Administration
Board of Higher Education
340 Capitol Avenue
Hartford, CT 06115

Dear Bob:

In its Executive Session on April 14 I expect that our Board of Trustees will approve the enclosed resolution relating to the lease/purchase of a relocatable classroom building at Southern. As the materials attached to the proposed resolution indicate it is intended to provide additional laboratory space for science. At present a number of students in biology are unable to get necessary courses in chemistry.

Also enclosed is a proposal for the establishment of a banking facility at SCSC. The plan here is that a section of hall and stairwell will be converted by the bank into a banking facility which will be operated by the Second New Haven Bank. It is intended purely as a convenience for faculty and students. No resolution has been drafted for this as yet and so I can not include a proposed resolution with it.

Please note that since both of these items refer to leasing, they will be handled by our Board in Executive Session.

Sincerely,

James A. Frost
Executive Director

JAF/b
encl.
Dear Dr. Frost:

Confirming my report last Thursday to the Planning Committee of the Board of Trustees, I recommend that the contract for establishing a branch bank on our campus be awarded to the Second New Haven Bank.

We have carefully reviewed the two bids that resulted from our announcement to several banks that we would be interested in receiving bids for the construction and operation of a branch banking facility in Engleman Hall on the north end of the second floor. Only the Second New Haven Bank and the New Haven Savings Bank submitted bids, both of which were very similar in terms of services offered, utilization of space, and financial considerations. The bids were reviewed by Public Works, which indicated that the bids were acceptable and the choice would be up to the Board of Trustees.

It is our opinion, in view of all we know about the two banks and of the details of the two bids, that the Second New Haven Bank has an edge over the New Haven Savings Bank; thus our recommendation for awarding the contract to the Second New Haven Bank.

Sincerely,

Manson Van B. Jennings
President
Pursuant to the above College's interest in bringing commercial banking services on campus, we are transmitting herewith for review and evaluation by the Board of Trustees two (2) competitive proposals contemplating establishment of a bank branch at the New Haven Campus.

Both offerings are extremely attractive and involve much more than the basic rental quote; in the interest of fairness therefore, and further, because of the long list of services being offered by both banks, we are also enclosing their original letters of proposal, enumerating their services.

In this way, we would hope to provide the Board the opportunity of studying each proposal to the last detail, bearing in mind that one is a commercial bank, the other a savings bank.

May we please be provided with an indication at the earliest opportunity as to which of the enclosed proposal is acceptable for our further handling.

RJJohns/wbf
cc: Lease File
Attach.
LEASE PROPOSAL OUTLINE

LOCATION:

LESSOR:
State of Connecticut acting by Daniel F. MacKinnon, Commissioner, Department of Administrative Services, 165 Capitol Avenue, Hartford, Connecticut 06115.

LESSEE:
Second New Haven Bank, 135 Church Street, New Haven, Connecticut.

SPACE:
Approximately 655 sq.ft. consisting of second floor west wing vestibule, together with office #295, suitably altered and improved by the Lessee to meet State Building Code and State Fire Safety Code requirements for the contemplated use.

EFFECTIVE DATE:
September 1, 1978 or date of occupancy, following completion of renovations and approval by the State Banking Commission and FDIC, whichever comes first.

TERM:
Initially, five (5) years from the effective date as noted above.

RATE:
The rental is at the rate of $12.00 per sq.ft., i.e., $7,860.00 per year, payable in equal monthly installments of $655.00 each.

RENEWAL:
The Lessee shall have one (1) five year renewal option on the same terms and conditions and at the same rental rate as the original term.

FACILITIES:
The Lessor shall provide and pay for: heat; electricity; water; existing separate toilet facilities for men and women shared in common with the College; janitor service in common areas; on-site parking for four (4) cars; snow and ice removal as required; rubbish removal; structural maintenance and repairs as may be required.

The Lessee shall pay for: alterations and renovation work to meet their requirements and the requirements of regulatory bodies; janitorial services within the demised space; interior maintenance and repairs and/or replacements during the term of occupancy; any equipment, furniture and furnishings; and required, any permits, approvals or applications.

SERVICES OFFERED:
Banking hours (Monday-Friday) 10:00 a.m. - 4:00 p.m. (at least 30 hours); open during summer session and recess; maybe Saturday opening. Full range of services as more fully described in attached letter of January 19, 1978.

Floor plan shows three (3) teller windows and supervisor's office; they would propose lobby of sufficient size to meet peak period.

(SEE OVER)
Southern Connecticut State College has requested that serious consideration be given to locating a commercial bank branch on-campus to meet student needs.

Pursuant to this interest, our office developed a list of general conditions, which, together with a transmittal letters, were mailed to nine (9) New Haven area banks for use and guidance in submitting their proposals.

Only two (2) banks forwarded specific, concrete proposals for our consideration and possible acceptance. The others indicated no desire to submit a bid or proposals.

FOR COMPLETION BY USING AGENCY:

Are funds budgeted for this lease?

If not, are funds available?

Identify source of funds.

APPROVAL(DISAPPROVAL)
James A. Frost, Executive Director (date)

APPROVAL(DISAPPROVAL)
C. Thomas Foley, Deputy Commissioner (date)

APPROVAL(DISAPPROVAL)
Anthony V. Milano, Secretary (date)

APPROVAL(DISAPPROVAL)
Henry P. Gionfriddo, Chairman (date)
LEASE PROPOSAL OUTLINE

LEASE:
Lease-out of Southern Connecticut State College space in New Haven, Connecticut, to provide an on-campus commercial banking facility accessible to the student body.

LOCATION:

LESSOR:
State of Connecticut acting by Daniel F. MacKinnon, Commissioner, Department of Administrative Services, 165 Capitol Avenue, Hartford, Connecticut 06115.

LESSEE:
New Haven Savings Bank, 195 Church Street, New Haven, Connecticut 06510.

SPACE:
Approximately 655 sq.ft. consisting of second floor west wing vestibule, together with office #295, suitably altered and improved by the Lessee to meet State Building Code and State Fire Safety Code requirements for the contemplated use.

EFFECTIVE DATE:
September 1, 1978 or date of occupancy, following completion of renovations and approval by the State Banking Commission and FDIC, whichever comes first.

TERM:
Initially, five (5) years from the effective date as noted above.

RATE:
The rental is at the rate of $10.00 per sq.ft., i.e., $6,550.00 per year, payable in equal monthly installments of $545.83 each.

EXTENSION OPTION:
The Lessee shall have one (1) consecutive five (5) year extension term at the following rental rate:

1. During the first 5-year renewal option, the rental shall be at the rate of $11.00 per sq.ft. per year, but otherwise on the same terms and conditions as the original term.

FACILITIES:
The Lessor shall provide and pay for: heat; electricity; water; existing separate toilet facilities for men and women shared in common with the College; janitor service in common areas; on-site parking for four (4) cars; snow and ice-removal as required; rubbish removal; structural maintenance and repairs as may be required.

The Lessee shall pay for: alterations and renovation work to meet their requirements and the requirements of regulatory bodies; janitorial services within the demised space; interior maintenance and repairs and/or replacements during the term of occupancy; any equipment, furniture and furnishings; and required, any permits, approvals or applications.

(SEE OVER)
SERVICES OFFERED: Banking hours - at least 30-hour week; limited hours during vacations. In addition to normal banking services, as fully described in attached letter of January 24, 1978, New Haven Savings Bank is seriously contemplating the following added services: around-the-clock banking through possible installation of ATM (Automated Teller Machine); check cash card; preferred cash reserve; special mortgage program for faculty; ticket sales outlet; advertising contribution.

REMARKS: Southern Connecticut State College has requested that serious consideration be given to locating a commercial bank branch on-campus to meet student needs.

Pursuant to this interest, our office developed a list of general conditions, which, together with a transmittal letters, were mailed to nine (9) New Haven area banks for use and guidance in submitting their proposals.

Only two (2) banks forwarded specific, concrete proposals for our consideration and possible acceptance. The others indicated no desire to submit a bid or proposal.

FOR COMPLETION BY USING AGENCY

Are funds budgeted for this lease? YES  NO
If not, are funds available? YES  NO
Identify source of funds. __________________________________________________________

APPROVAL (DISAPPROVAL) _________________________________________________________
James A. Frost, Executive Director  (date)

APPROVAL (DISAPPROVAL) _________________________________________________________
C. Thomas Foley, Deputy Commissioner  (date)

APPROVAL (DISAPPROVAL) _________________________________________________________
Anthony V. Milano, Secretary  (date)

APPROVAL (DISAPPROVAL) _________________________________________________________
Henry P. Gionfriddo, Chairman  (date)
January 19, 1978

James J. Bergen, Deputy Commissioner
Department of Administrative Services–Public Works
165 Capitol Avenue
Hartford, Connecticut 06115

Dear Mr. Bergen:

The Second New Haven Bank requests consideration of its proposal to establish a commercial banking facility on the Southern Connecticut campus in Engleman Hall.

The full services of Second New Haven would be available through this office to the faculty, staff, students and any business enterprises or campus organizations in the college community.

Hours would be established to match the demands of the college calendar and community. We would propose basic hours Monday through Friday from 10:00 to 4:00 p.m. which would be in effect at all times, including the summer session and academic recess, with the exception of legal bank holidays affecting all of our branches. Additional hours and staffing would be provided at certain peak times such as the beginning and end of each term, college paydays, etc. Also, as traffic patterns develop, consideration will be given to Saturday mornings and late afternoons.

With the one exception of Safe Deposit Boxes, which would be impractical in a branch of this size for many obvious reasons, the full range of banking services would be available through this office.

Services that would be offered on the SCSC site would include:

- Personal checking accounts
- Commercial checking accounts
- Personal money orders
- Official checks
- Check certification
- Savings accounts
- Savings certificates of deposit
- Christmas Clubs
- Special purpose savings clubs
- Phone transfer service from savings to checking accounts
- Merchant deposit facility for Master Charge and VISA
- Night depository
- American Express travelers checks
- Bank of America travelers checks
N.O.W. accounts for individuals and non-profit organizations
Sale of food stamps
Payment of bills - U.I. Company
Payment of bills - New Haven Water Co.
Payment of bills - Southern Conn. Gas Co.
Sale and redemption of U.S. Savings Bonds

*Loan services:
Connecticut Student Loan Foundation loans
Personal loans
Home improvement and home equity loans
Automobile and other consumer loans
Commercial mortgages
Residential mortgages
Business loans
Master Charge Cards (including cash advance and "Worry Free" overdraft protection)

*While it is expected that the processing of loans would not be required on site, the manager of the facility will be conversant in credit matters, able to answer questions and to take applications, with actual decisions to be rendered through our Central office. A loan officer will be assigned should volume warrant. During peak times for student loan requests, such as would occur near the beginning of each term, we would assign additional personnel to the facility in order to expedite such requests.

Services performed at our nearby Westville Office or our Main Office, available at the SCSC site by request, would include:

Foreign Exchanges
Foreign remittance service
Letters of credit
Collection of cash items
Wire transfer of funds
Estate Planning and other Trust Services (by appointment)

The Second New Haven Bank enjoys a reputation of strong participation in the loan program of the Connecticut Student Loan Foundation. This reputation has existed and our participation has been aggressive from the program's inception. Second considers its participation as one means to assist our community and its citizens in achieving their education and career goals. At present, Second New Haven Bank has about $8.5 million in student loans under the Connecticut Student Loan Foundation program. This represents about 8,000 separate loans. Second's policy with regard to accepting applicants is the most liberal of the major banks in the area. In particular, we do not require the student to be a customer and we also accept loans that are not eligible for Federal Interest Subsidy. This has been our policy since the program's inception. In August through November we granted 95 loans to SCSC students, roughly 10% of the 937 loans granted to all students for that period.

While this facility is intended as a banking facility for consumers, it should be pointed out that, as a commercial bank, Second New
Haven Bank is positioned to respond to all the needs of the college community, both individual and institutional. Also, Second offers itself and the full resources of Colonial Bancorp, its parent, to Southern Connecticut State College and its community. Colonial Bancorp has assets totaling $920 million, and 66 banking offices serving Connecticut.

Second New Haven Bank has 20 offices throughout South Central Connecticut, notably, one less than a mile from the campus in Westville, at Whalley & West Rock Avenues. These would be available off-campus to faculty and students where they live; there are seven offices within New Haven, two in Hamden, three in West Haven, as well as North Haven, Derby, East Haven, Branford, Guilford, Old Saybrook, Milford and Cheshire. Our parent company, Colonial Bancorp, has banking facilities in Waterbury, Meriden, Hartford and Litchfield County areas.

Second New Haven would propose to construct a facility within the space provided with access to three teller windows and a supervisor's station. We would propose to keep the maximum available space for lobby so as to permit smooth flow of customers during peak periods. All furnishing and renovation would be done at Second's expense and in a manner consistent with Second's intent to maintain an image of modern banking, efficiency and good taste. We would also make such alterations as security considerations demand. Second would propose to pay rent of $12 per square foot per year for this space for the 5 year lease term, with an option to the Bank to renew for another 5 year term for $12 per square foot per year. Attached is a preliminary floor plan of the proposed banking facility.

Second New Haven Bank agrees to all conditions set forth in the State of Connecticut Department of Administrative Services-Public Works letter dated December 6, 1977. This proposal is subject to the approval of a Branch Application by the State Banking Department and the Federal Deposit Insurance Corporation.

Very truly yours,

Bradford C. Gesler
Vice President

Enclosure
March 14, 1978

William Barone
Leasing Section
Department of Administrative Services - Public Works
165 Capitol Avenue
Hartford, Connecticut 06115

Dear Mr. Barone:

Confirming our telephone conversation, there was an error in our written proposal of January 24, 1978 concerning establishing a branch banking facility at Southern Connecticut State College.

Under "Rent and Lease Arrangements" on page 4 of our proposal, the text mistakenly read, "regarding rent, New Haven Savings Bank is willing to pay $10.00 per usable square foot/month for branch space." The text should have read and we are offering, "New Haven Savings Bank is willing to pay $10.00 per usable square foot/year for branch space."

Further, our proposal stated, "we find a five (5) year lease term acceptable provided two (2) five (5) year renewal options are offered." We are willing to increase our rental by 10% at the beginning of the second and third renewal periods. This means our cost per usable square foot/year would become $11.00 at the beginning of the second five years, and $12.10 at the beginning of the third five-year period.

Please excuse any confusion brought about by the error in our January 24 letter. Now as then, we believe the most important aspect of our proposal is the costly and generous service commitment we are willing to make to bring comprehensive banking to the Southern Connecticut State College students, faculty and administrative staff. We are confident that this commitment should weigh heavily in the process of selecting a financial institution to fully serve the S.C.S.C. community.

Sincerely,

[Signature]

David R. Rice
Assistant Vice President
Marketing

3-21-78 In consideration of their
[Handwritten note]

David R. Rice
Assistant Vice President
Marketing

cc

[Handwritten note]
Hon. James J. Bergen, Deputy Commissioner  
Department of Administrative Services - Public Works  
165 Capitol Avenue  
Hartford, Connecticut 06115  

Dear Commissioner Bergen:  

In reply to your letter of December 6, we are pleased to submit this proposal for establishing a branch banking facility at Southern Connecticut State College. We believe the proposal will illustrate our keen interest in bringing the services of New Haven Savings Bank to the S. C. S. C. Community. Of course, should our branch bid be accepted by your group, the site will still require an application to the State Banking Commission and the Federal Deposit Insurance Corporation, regulatory bodies which must approve new branches for state-chartered banks.  

Like our existing thirteen offices, the S. C. S. C. Branch would be a full-service facility. Following are examples of the commitments we are prepared to make.  

HOURS OF OPERATION - A UNIQUE NEED  
While specific hours will be formulated after more in-depth study, we are prepared to man the office for no less than 30 hours per week. Hours would perhaps be altered during school vacations, etc. when full service would not be required.  

However, to truly match the requirements of an institution which virtually operates day and night, we are ready to make an additional major commitment. We propose to install an automated teller machine (ATM) which will enable S. C. S. C. customers of the Bank to do at least 90% of their normal financial transactions 24-hours-a-day, seven-days-a-week (subject, of course, to building access). Customers would be able to withdraw funds from their checking and statement savings accounts, make deposits and loan payments, transfer funds between accounts, etc.  

The cost of installing an ATM ranges from $35,000 to $50,000. We believe this is a significant illustration of the commitment we are prepared to make to fully serve all of the college community. We would wish to reserve
the right to remove the unit if after a period of time (i.e. three years) use was not up to our expectations... an event we anticipate would be highly unlikely.

SERVICES OF SPECIFIC INTEREST TO STUDENTS

Check Cashing. Like most other banks, our policy is to cash personal checks only for customers of our institution. On a trial basis, we will cash personal checks up to $15.00 upon presentation of a student college identification card regardless of whether the individual has an account with New Haven Savings Bank. Of course, if the student maintains an account in good standing with the Bank, he or she will be able to cash checks for larger amounts.

Student Loans - New Haven Savings Bank is a very active participant in the Connecticut Student Loan Foundation program and in 1977 made 879 student loans. As of December 31, we had student loans outstanding of nearly $7 Million. Many of these loans are to students at Southern and we believe the number would significantly increase by having our branch as a convenient on-campus application site.

SERVICES OF POTENTIAL INTEREST TO THE ENTIRE S. C. S. C COMMUNITY

Checking Accounts Including 5% N. O. W. Accounts. The Bank offers two types of checking accounts. The most popular plan is our N. O. W. Account where the customer earns 5% on his balance. A N. O. W. Account is cost-free for normal services to customers who maintain $200, in their N. O. W., or in a savings account. We also offer a checking account where the customer pays 10¢ per check written, however, no interest is paid on the balance.

Check'n Cash Card. All individuals opening a checking account will be given a Check'n Cash Card which will allow them to cash personal checks at over 50 banking facilities throughout Connecticut.

Bill-Paying Service. Checking account customers are also eligible for our new "You Tell Us, We Do It" Bill-Paying Service. This revolutionary service permits customers to pay bills by telephone or by submission of a payment order.

Preferred Cash Reserve. Customers who qualify can have a revolving line-of-credit of up to $2,000. added to their checking accounts.

Savings Services. The Bank offers a comprehensive line of savings services including passbook and statement savings accounts paying 5½%, certificates of deposit paying from 5-3/4% to 7-3/4%; Christmas and Vacation Clubs; payroll savings; U. S. Savings Bonds and retirement savings plans.
**Loan Services.** The Bank provides all type of loans including installment loans for autos, home improvement, building lots and personal purposes; collateral loans where savings, stocks or bonds are pledged as security; and Master Charge.

**Mortgage Loans.** New Haven Savings is an area leader in mortgage financing. Included are conventional home loans underwritten by the Bank; Connecticut Housing Finance Authority (CHFA) mortgages; Government (FHA, VA) backed loans; and privately insured mortgages. Our rates are competitive with those of other New Haven County lenders. In addition, we would be pleased to discuss developing a special mortgage program for S.C.S.C. faculty members.

**Miscellaneous Services.** The Bank offers many more services, too, a few of which follow: Travelers Checks; money orders, domestic and foreign money transfers; mortgage and group life insurances and registered checks.

**ADDITIONAL CONSIDERATIONS**

To this point, we have focused on hours and services which would be offered by our S.C.S.C. Branch. However, we believe there are a number of other important considerations which should enter in your deliberations.

**Student Employment.** As an additional step to becoming a viable part of the S.C.S.C. Community, we would do our utmost to hire and train S.C.S.C. students to serve as part-time tellers at the Branch. We currently employ one student from Southern on a work-study basis and this program could perhaps be expanded. Further, we could perhaps use students (and if permitted, faculty members) on special projects such as market research.

**Empathy.** While the composition of the Branch staff will have to be determined after deciding upon hours, peak periods, etc. we are prepared to have a S.C.S.C. alumnus as overall supervisor of the facility. Two of our Branch Managers are graduates of Southern. By making one of them supervisor, we could help assure that the branch will be responsive to the unique needs of the college community.

**Support of Campus Activities.** Again, in our desire to become an integral part of the campus, we will provide as much support as feasible from a budgetary and statutory limitations standpoint. Examples of such support is advertising in student and faculty newspapers; ticket sales for campus events, savings repository for groups/activities, etc.

**Corporate Philosophy** - New Haven Savings Bank has a unique and meaningful commitment to the people of Connecticut. One of the most evident areas of this responsibility is our mortgage lending policy. Briefly, this policy is expressed by the statement that, "Savings dollars deposited by local citizens are re-invested by the Bank in Connecticut (not out-of-state) communities in the forms of mortgages for private and public housing, churches,
schools, businesses, etc." As mentioned earlier, our degree of involvement in the Student Loan Program is another expression of this philosophy.

RENT AND LEASE ARRANGEMENTS

Recently, we asked a contractor to provide us with an estimate of the costs entailed in preparing the site so that it will be suitable for a branch. His estimate for alterations and renovation work was approximately $27,000. This figure coupled with the installation of an automated teller machine would bring our initial investment to a range of $62,000 to $77,000.

On this basis, we find a five (5) year lease term acceptable provided two (2) five (5) year renewal options are offered. Further, because of the investment we are prepared to make, should at some future date the State of Connecticut again offer banks an opportunity to bid on the location and the resulting award cause New Haven Savings Bank to vacate, we would want the new occupant to partially compensate us for the work done.

Regarding rent, New Haven Savings Bank is willing to pay $10.00 per usable square foot/month for branch space... a figure which we believe is liberal particularly in light of the aforementioned costs. We understand that heat and electricity will be furnished and paid for by the State of Connecticut.

In conclusion, Mr. Bergen, we already serve a number of S.C.C. students, faculty and staff members at our Westville Office. I am sure they would appreciate having us on campus... and, as I hope you surmise from our proposal, we want to be there!

Sincerely,

Leo F. Stanley
Chairman of the Board
Chief Executive Officer

cc: B. Phillipippi

397.281

cc: B. Phillipippi

397.43281

David R. Rice
Assistant Vice President

NEW HAVEN SAVINGS BANK
195 Church St.,
New Haven, Conn. 06510
Telephone (203) 787.1111
Dear Jim:

At its December meeting, the Planning Committee asked for a progress report on our bank project at its meeting on January 19.

Enclosed is the requested report as prepared by Brant Phillips, Assistant to the Dean of Student Affairs.

Sincerely,

Manson Van B. Jennings
President

Enclosure
Historical Perspective:

Nine eligible banks were contacted to fathom interest in establishing a branch bank on the Southern Connecticut State College campus.

The College Space Committee approved a presentation to use the second floor west wing vestibule of Engleman Hall as a branch site.

President Jennings approved and cleared the bank-on-campus concept and use of the Engleman Hall space with the Board of Trustees for the State Colleges.

After working out several problems with the Public Works Department, a modified letter of transmittal to solicit campus branch bank proposals from eligible banks was mailed by Public Works Department on December 6, 1977.

Banks' Responses:

Of the nine banks receiving the letter of transmittal, four to date have responded with a request to inspect the site. The banks had a variety of questions and clarifications during the inspection of the site. Three banks were extremely positive and intent on overcoming the problems and obstacles and tailoring a proper banking facility. Of the four banks, Second New Haven Bank and New Haven Savings Bank indicated an intention of presenting a proposal, National Savings Bank indicated a proposal would be contingent on outside marketing consultation (private consultation was secured along with a submittal extension from the Public Works Department but preliminary results proved negative and no proposal will be made), and First Bank wished to study the development but did not indicate that they would submit a proposal. Of the five banks that have not set up site inspections - First Federal Savings and Loan Association had indicated that they would not be submitting a letter of proposal. The remaining four banks have yet to reply to the letter of transmittal.
Mr. Brant Phillippi
Assistant to the Dean of Student Affairs
Southern Connecticut State College
501 Crescent Street
New Haven, CT 06810

RE: SOUTHERN CONNECTICUT STATE COLLEGE - DRAFT OF TRANSMITTAL TO
SOLICIT PROPOSALS ON CAMPUS BANKING FACILITY - CRESmNT STREET, NEW
HAVEN, CONNECTICUT.

Dear Mr. Phillippi:

Pursuant to the above-mentioned matter, we are forwarding herewith
a copy of a draft of a letter, together with a list of the general
conditions, that is contemplated being submitted to New Haven area
banks for solicitation of proposals.

We would appreciate your review and any comments that you care to offer
in connection with the enclosed material, prior to it being mailed
out to prospective proponents.

Sincerely yours,

James J. Bergen
Deputy Commissioner

Ray Johns
BY: Raymond J. Johns
Leasing Supervisor

KJJohns/WB/c
c: J. A. Frost
Lease File
Enclosure
November 18, 1977

Dear

During the past year, the Administration of Southern Connecticut State College has considered the need and desirability of establishing a banking facility on campus.

It is our belief that the College's population has grown to the point where a banking facility would be mutually beneficial.

In connection with the above goal, therefore, we invite you to submit a proposal for the operation of such a facility in Engleman Hall, the main Administrative building and Center of the campus.

While we believe there is no significant advantage in preparing detailed specifications, we are, nonetheless, forwarding herewith a list of general conditions for your guidance in preparing a proposal letter. In addition, we are also including certain statistical data for your consideration and evaluation.

In this way, the competition for the facility will involve a properly designed banking program for the college community.

Selection will be based on the proposal which, we believe, best meets the needs of the college community.

Requests for additional information and/or clarification of the enclosed material must be in writing addressed to Mr. Brant Phillippi, Assistant to the Dean of Student Affairs, Southern Connecticut State College, 501 Crescent Street, New Haven, CT 06515, and submitted within ten (10) calendar days from the receipt of this letter.

Sincerely yours,
Department of Administrative Services-Public Works

by
James J. Bergen,
its Deputy Commissioner

Enclosure
LIST
OF
GENERAL CONDITIONS

1. Space in Engleman Hall, consisting of an area of approximately 570 sq. ft. of useable space, i.e. having dimensions of approximately 35' x 19' and comprising the combined area of the second floor west wing vestibule and adjoining office room number 295, will be provided by the College.

At the College's option, a suitable, alternative location elsewhere on campus may be offered.

Heat and electricity will be furnished and paid for by the State of Connecticut.

Custodial service and all equipment, furniture and furnishings, any repairs and/or replacements will be furnished and paid for by the bank.

2. All interior alterations and renovation work will be performed by the bank @ its cost and expense in line with a set of plans and specifications approved beforehand by the Connecticut Department of Administrative Services-Public Works and any Federal regulatory agency. The plans must be prepared by the proponent-bank and must meet the requirements of the State Building Code and the State Fire Safety Code.

At the termination or other determination of the bank's occupancy, at the State's option, the bank shall remove the equipment or otherwise restore the demised area to its original condition or if any equipment or other items are left in the premises, title shall be vested in the name of the State of Connecticut.

3. Any permits, approvals or applications required to establish a banking facility will be secured by the successful proponent @ its own expense.

4. Minimum hours of operation will be four hours per day Monday through Friday when the College is in session. The Letter of Proposal should specify the desired operating hours and any hours and/or days in excess of the required minimum.

5. The Letter of Proposal should describe the types of banking services to be provided to faculty, staff and students of the College. Examples of the types of service which might be included in the banking facility are:

   a. Check cashing service
   b. Establishment of checking and savings accounts
   c. Deposit and withdrawal service
d. Night deposit facility

e. Loan services

f. Sale of cashiers checks

g. Sale of Travelers checks

h. Sale of money orders

It is understood that all services proposed will be available during normal operating hours unless otherwise specified.

6. The letter of proposal should be based upon a five (5) year lease term. Consideration will be given to renewal options. It is anticipated that the lease term will commence by September 1, 1978.

7. All proposals should be addressed to James J. Bergen, Deputy Commissioner of the Department of Administrative Services-Public Works, 165 Capitol Avenue, Hartford, Connecticut 06115 and must be submitted by the close of business on __________________________.

The right is reserved to reject any and all proposals.

An on-site inspection of the premises may be arranged by contacting Mr. Brant Phillippi, Assistant to the Dean of Student Affairs, Southern Connecticut State College area code (203) telephone number 397-4281.
On March 25 Dr. Frost sent the enclosed letter to Commissioner Weinerman.

Will you please let us know the status of this proposal. Thank you.

DB/b
encl.
March 25, 1977

Commissioner Robert Weinerman  
Public Works Department  
State Office Building  
Hartford, CT 06115

Dear Commissioner Weinerman:

Southern Connecticut State College is seeking a way to provide banking services for students and for staff. For some time a small check cashing service for students has been operated by the College; however, it is beyond the capability of the campus to offer services appropriate to the needs of students. It is our understanding that, with your permission, banks could be called upon to bid for the offering of such services on campus and that such bids could require the successful bidder to meet any construction costs and costs of equipment.

The College believes that certain space in Engleman Hall at Southern could be converted to provide the major area needed by a banking service and that one small office would also have to be given over. Enclosed is a rough diagram depicting the space which is attached to a building inspection report signed by Mr. John Guerin, Jr. I will appreciate it if you will inform me whether the proposal is feasible and whether it would have your support. No doubt you will want one of your staff to visit the College and inspect the space. This can be arranged by a telephone call to Southern's President, Dr. Manson Jennings at 397-2101.

The College hopes to obtain the following banking services:

1. Check cashing  
2. Checking accounts  
3. Savings accounts  
4. Personal loan service  
5. Sale of travelers checks

Thank you for your consideration of this matter.

Sincerely,

James A. Frost  
Executive Director

JAF/jy  
Encl.  
cc: President Jennings
March 18, 1977

Dr. James A. Frost  
Executive Secretary  
Board of Trustees For State Colleges  
P.O. Box 2008  
New Britain, Ct. 06050  

Dear Jim:

I would appreciate your including on the Trustees' Planning Committee agenda on March 24, 1977, the attached proposal for the lease of college space for use as a banking facility leased to a local bank.

This proposal has been investigated at some length by the College Space Committee and staff members of the Vice President for Administrative Affairs and the Dean of Student Affairs. Their investigation has indicated that the procedure to be followed is basically as described on the attached draft of a memorandum to Mr. Robert Weinerman. I hope I can secure your approval and that of the Planning Committee for this action.

Sincerely,

Manson Van B. Jennings  
President

MVanBJ/v  
Enc.
**Interdepartment Message**

**SUGGESTION COMMITTEE SAY:** Improve Your Own Condition; Earn Cash and Recognition: Send in a Suggestion!

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<thead>
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**STO-201 REV. 3/73 STATE OF CONNECTICUT**

**To**

**From**

**SUBJECT**

Proposed Use of Space for Banking at SCSC

The proposal is to use what is now hallway space to house the banking facility. The bank will pay for the construction necessary to adapt the area to its purposes. The College will contribute a small office to this space. As a result, at no cost to the State and with a minimum investment of the space of one office (approximately 150 square feet) the College will have the advantage of having on its premises a banking facility.

While the loss of an office is to be regretted, the advantage to the students, faculty, and staff of the facility for banking—a facility usually provided in student center space and which had been programmed in the proposed new student center—in the judgement of the college administration more than makes up for the slight loss. Also, the College expects to add some new administrative space through the use of the Farnham house.

The tricky part is the designation "surplus space." The College is setting aside space for a needed facility through making use of a hallway space the cannot otherwise be used by the College.

**SAVE TIME:** Handwritten messages are acceptable. Use carbon if you really need a copy. If typewritten, ignore faint lines.

**SAVE TIME:** If convenient, handwrite reply to sender on this same sheet.
This proposal has been investigated at some length by the College Space Committee and staff members of the Vice President for Administrative Affairs and the Dean of Student Aff airs. Their investigation has indicated that the procedure to be followed is basically as described on the attached draft of a memorandum to Mr. Robert Weiner. I hope I can secure your approval and that of the Planning Committee for this action.

Sincerely,

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MVanBJ/v
Enc.
Dear

The college has long desired to locate a branch banking facility on our campus. Due to recent changes in state laws relating to branch banks, I understand local banks are now interested in leasing college space for a banking facility.

It is my understanding that the way to proceed with this project is to identify college space for this purpose which the Board of Trustees will declare surplus to college needs and to request the Department of Public Works to initiate negotiations for lease of that space as a banking facility.

Accordingly, investigation of our space situation has resulted in the identification of an office in Engleman Hall, Room 295, together with the west wing vestibule on the second floor, as an appropriate site for a banking facility. The Board has declared this space as surplus for the college's needs and request your office to negotiate with the banks to provide a banking facility in that location.

I am attaching a Building Inspection Report made by an officer of the State Police on December 16, 1976, which indicates that this is an appropriate location for a bank facility provided certain construction specifications are met. It is evident from this report that an expenditure of several thousands of dollars will be required to meet these specifications and a contact by a member of our staff with a local bank indicates that the cost of such a construction would be absorbed by the bank provided other conditions of the lease are satisfactory.

Any invitation to lease issued by the Department of Public Works should, if at all possible require as a minimum that the following bank services for students and staff be provided in this facility:

1. check cashing services for all faculty and staff
2. checking accounts
3. savings accounts
4. opportunity to seek personal loans
5. sale of travelers' checks
Assigned this date to conduct an inspection of an area of the second floor west wing of Engleman Hall at the Southern Connecticut State College Complex being proposed for conversion and use for banking purposes. The inspection was requested by Mr. William O'Dowd - O.S.H.A. representative at the college to determine the feasibility of converting an area of the stairtower for this purpose. (Proposed preliminary sketch attached).

Accompanied by Capt. Oaklie Stickles of the New Haven Fire Department, Mr. William O'Dowd and Mr. Brant DiFillippi - Assistant to the Dean of Student Affairs an inspection of the proposed area was conducted.

Inspection of the above area disclosed that there is adequate space to convert a portion of the stairtower as proposed without interfering with the required egress. The above were advised that to conform to Fire Safety Code requirements the banking facility would have to be segregated from the stairtower by a two hour fire rated solid wall without any openings into it.

It was also recommended that the existing wall separating the stairtower from office #293 be removed to provide access to the banking facility. This appears to be the most feasible method of obtaining the required separation without major structural changes. (See attached preliminary sketch).

Revised preliminary drawings will be submitted at a later date to the required agencies for approval prior to the above changes.

(Endorsing Officer)  (Investigating Officer)
March 18, 1977

Dr. James A. Frost  
Executive Secretary  
Board of Trustees For State Colleges  
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