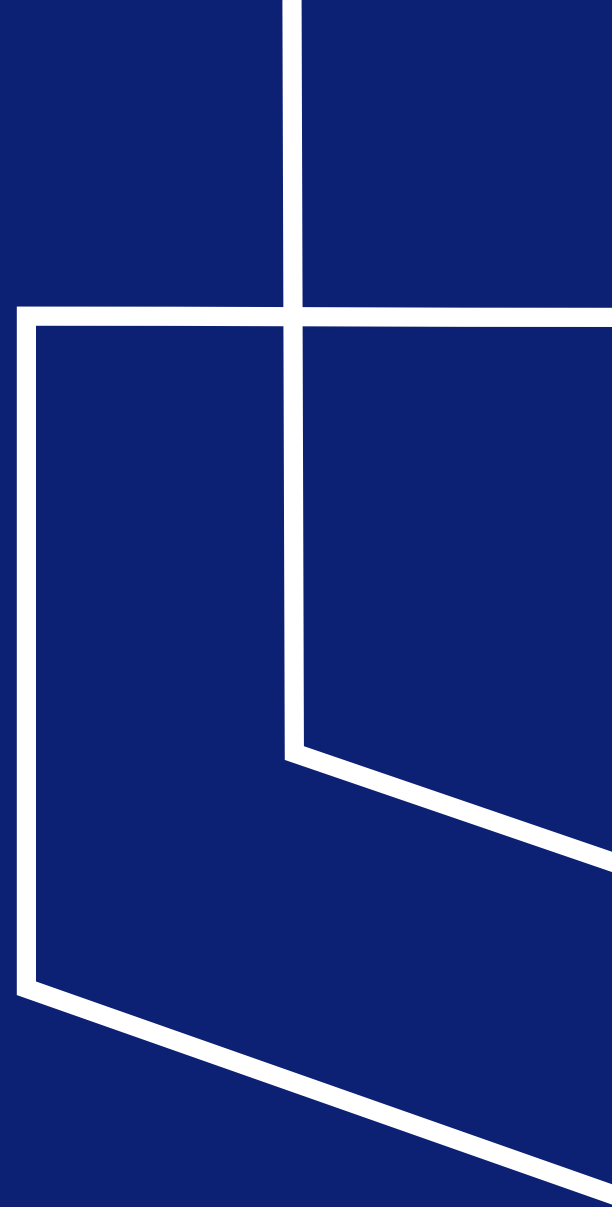


Prepaid Card Basics



Role of the Treasurer

RCW 43.08.015 authority to represent the state in all contractual relationships with financial institutions

RCW 43.88.160 The Treasurer shall coordinate agencies' acceptance and use of credit cards and other payment methods

Prepaid Cards

Visa branded card

No traditional bank account needed

Deposits are FDIC-Insured

Fraud and lost-card protections

Contract with US Bank

No cost to issue or load cards

Fee free access to payments

- Purchases where Visa debit cards are accepted

- US Bank teller cash withdrawals

- In-Network ATM withdrawals

Programs

Payroll

State Benefits

International Recipients

Enforcement/Undercover Operations



More Information

Contact:

Office of the State Treasurer

Kristy Sartain, Electronic Transactions Specialist

kristy.sartain@tre.wa.gov

360.902.8909

U.S. Bank Prepaid Card Programs Overview

Agenda

- General Overview of Prepaid Cards
- ReliaCard
- Focus Black Payroll
- Per Diem
- Questions





General Overview of Prepaid Cards

Prepaid Card Segments

Who Funds the Card



Consumer

- *Gift*
- *General Purpose*



Business

- *Payroll*
- *Healthcare*
- *Corporate*
- *Incentive*
- *Campus*



Government

Electronic Benefit (EBT)

includes:

- *Food Assistance (SNAP)*
- *Social Security Unemployment*
- *Child Support*

Closed Loop and Open Loop Cards

Closed v Open Loop

Closed



- *SPECIFIC* store or restaurant
- *NOT* payment network *BRANDED*

Open



- *ANYWHERE* brand accepted
- payment network *BRANDED*
(*Visa, MasterCard, Discover, or American Express*)

Prepaid Target Market

Who Prepaid Cards Help

Unbanked

- 2.5 Billion people in the world
- 15.6 million Americans (2015)
- reasons:
 - lack of access
 - not attainable
 - choice (millennials)

Underbanked

51 million Americans with bank accounts but supplement them with prepaid alternatives

Banked

- People with bank accounts, reasons:
- to reduce fraud
 - convenience



Why not direct deposit?

Employees and Benefit Recipients throw a BIG wrench in the works



Nearly 16 million Americans do not have a checking account or access to traditional banking (unbanked)

- Don't trust or want a bank
- Hide money from spouse
- Fear of bank charges
- Cannot qualify for a traditional checking/bank account

No bank account = no direct deposit

Benefits to Government Agency & Disbursement Recipients

Who Prepaid Cards Help

Government Agency

- reduces operating costs
- safer - NO FRAUD LIABILITY

Individual (Beneficiary)

- saves money
- convenience
- safer - NO FRAUD LIABILITY

Treasury Expects to Save \$120 Million Annually in Switch to Electronic Payments

The U.S. Treasury estimates big savings after converting federal benefits payments to direct deposit.

The U.S. Department of the Treasury is going electronic. And in switching from paper checks to electronic payments to pay all federal benefits, the Treasury expects to save \$120 million a year.

Starting May 1, Americans applying for federal benefits such as Social Security...





ReliaCard[®]

The reliable way to receive your government disbursements.



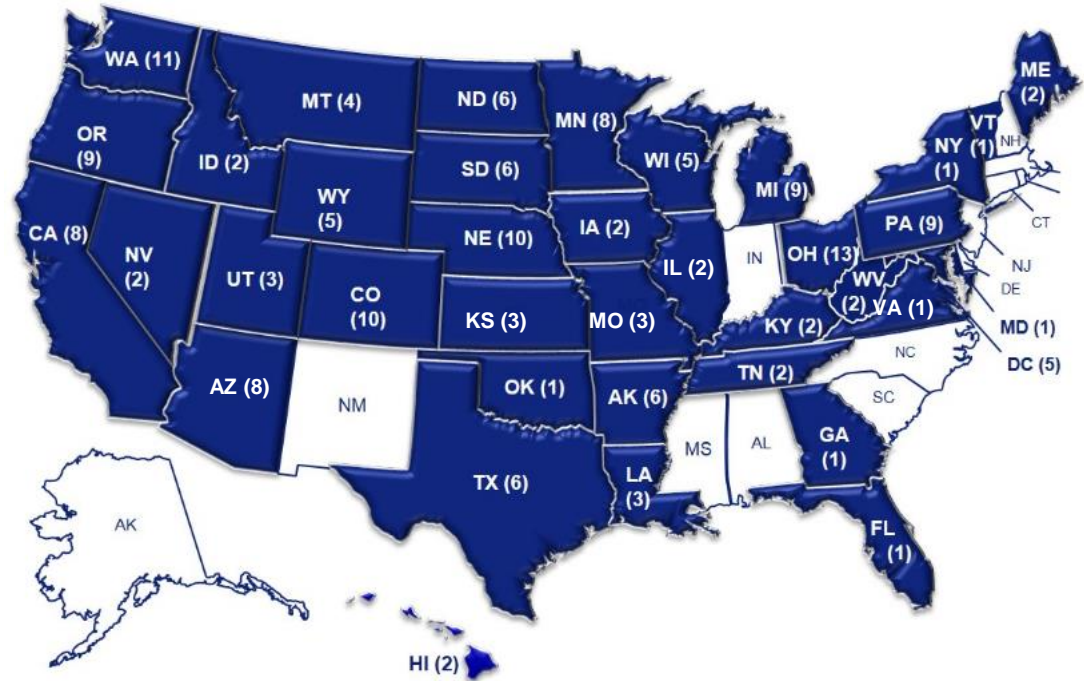
U.S. Bank – A Leading Issuer of Gov't Prepaid Cards

Pioneer & Industry Leader

- Launched the first prepaid government solution in 2001
- 172 agencies across 38 states/districts
- Over 1.3 million active cardholders
- Over \$4.3 billion in government loads in 2016 (\$2.9 billion in 2015)
- Over \$5.9 billion in total prepaid loads in 2016 (\$4.7 billion in 2015)

Broad Agency Appeal & Usage

- Child Support
- Unemployment Insurance
- Worker's Compensation
- Housing Authorities
- Child Care
- Temporary Aid for Needy Families (TANF)
- Pension Plans
- Foster Care
- HHS & Medicaid Incentives



Any solution to reduce checks or cash!

ReliaCard - Cardholder Advantages

Replace costly paper checks to individual recipients

Improves operational efficiencies & eliminates agency escheatment of uncashed checks

Easy to Enroll

- No credit check or existing bank relationship necessary
- Everyone qualifies for the card

Even Easier to Use

- Can be used anywhere Visa-branded cards are accepted
- Over 38 million locations globally: merchants, banks, credit unions and ATMs

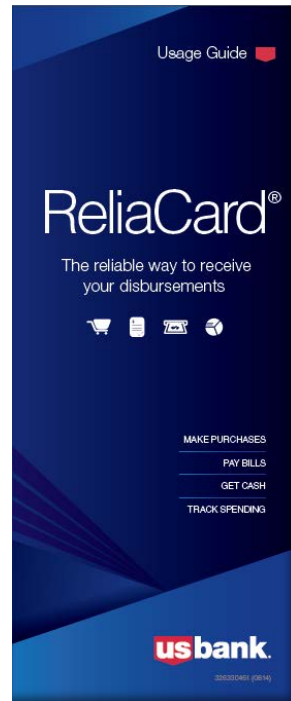
Safe and Secure Funds

- Visa and U.S. Bank Protections – Zero-Liability Fraud Protection and Purchase Security
- FDIC-Insured



Marketing Support

- Flyers
- FAQs
- Enrollment forms
- Custom marketing



Washington State Department of Labor & Industries

ReliaCard®

FASTER. SAFER. EASIER.

Your Washington State L&I Payments
COME ON A U.S. BANK RELIACARD®

With the U.S. Bank ReliaCard® Your Funds Are:

- Automatically loaded** to your ReliaCard
- Available to use** right away
- Protected** if lost or stolen!

ABOUT THE RELIACARD

It is a Visa® prepaid debit card that is a convenient alternative to receiving paper checks. Your payments will automatically be direct deposited to your card. You have access to your funds right away and you can use it to make purchases, pay bills or get cash. It's that simple!

Want direct deposit instead of a prepaid debit card?
Go to www.Lni.wa.gov/PaymentMethod

FEATURES

- Text and Email Alerts²**
Instant notification when money is added or your card balance gets low.
- Mobile Banking App³**
Quickly see your account balance and transaction history.
- Track Spending**
Online | Phone | Email | Text⁴ | Mobile Apps

FOR RELIACARD QUESTIONS:
| www.usbankreliacard.com/about
| 855-279-2194

FOR L&I QUESTIONS:
| **Electronic Benefit Payment Services (Mon-Friday, 8am-5pm)**
| 360-902-4300
| www.Lni.wa.gov/PaymentMethod

¹The debit card is only for purchases and cash withdrawals. It is not valid for ATM transactions, deposits, or transfers.
²Text and email alerts are available for the card.
³The U.S. Bank ReliaCard Mobile App is available for download. Your mobile carrier may charge a download fee. For more information, visit www.usbank.com.
⁴The U.S. Bank ReliaCard Mobile App is available for download. Your mobile carrier may charge a download fee. For more information, visit www.usbank.com.

See back for more card information

U.S. Bank Focus Payroll Card Program




Focus - Cardholder Advantages

Focus Black is a reloadable prepaid card for use in the payment of employee payroll distributions

- Visa branded
- Cash access
- No credit check required
- Reloadable
- Employee standard payroll or incentive/bonus pay
- Online cardholder website
- Mobile app available
- Cardholder email and text alerts

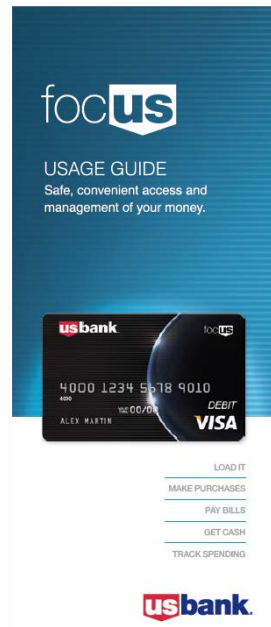


Focus - Features & Benefits

Focus Card (Black)	
Plastic	
Payment Types	<p>Recurring Payments</p> <ul style="list-style-type: none"> • Payroll • Commissions • Bonus • Termination pay
Audience	
Employees	X
Other Recipients	
Usage	
Reloadable	X
Outside loads	X
Cash access	X
Features	
Cardholder website	X
Mobile app	X
Text/email alerts	X
Savings features	X
Cash back rewards	X
Cash reload networks	X
Cash Back Rewards	X

Marketing Support

- Flyers
- FAQs
- Enrollment forms
- Custom marketing



U.S. Bank Focus Card™



The Focus Card is a reloadable, prepaid debit card issued by U.S. Bank. It provides an electronic option for receiving your payments. It is not a credit card, but works similarly to other debit cards. Your payments will automatically be direct deposited to your card and your funds are protected if your card is ever lost or stolen.¹

1 Get Started



Look for your card in the mail! For security, your card comes in a plain, white envelope with an Indianapolis, IN return address.

Activate your card and set up your online account by visiting www.usbankfocus.com.

2 Use Your Card

Make Purchases
Everywhere Visa debit cards are accepted.

Get Cash²
Get cash² at any ATM, at any bank or credit union or get cash back with purchases at participating merchants such as grocery or convenience stores.

Cash Back Rewards
Earn rewards simply by using your card at certain stores and restaurants, after activating the offers that you want – no promotion codes or coupons needed.

3 Track Spending

Cardholder Website
Check balance, view recent transactions, sign up for alerts and more.

Text and Email Alerts³
Instant notification when money is added, a purchase is made or when your card balance gets low. To sign up for alerts, log into your account at www.usbankfocus.com.

Mobile Banking App⁴
Quickly see your account balance and transaction history from your smartphone. To download the mobile app, search for "U.S. Bank Focus" from your iPhone or Android phone.

Lost or Stolen Cards

Call Cardholder Services at **877-474-0010** to report your card lost/stolen and have a replacement card sent to you within 7-10 business days to your home address. Your first card replacement will be free, however, additional replacements sent via standard mail will be \$5 for each new replacement.

Contact

877-474-0010 | usbankfocus.com

¹ The Visa Zero Liability Policy protects you against unauthorized transactions processed by Visa. You must call the number on the back of your Card immediately to report any unauthorized use.
² Some fees may apply. Login to your account online or contact Cardholder Services for a full list of fees.
³ Standard messaging charges apply through your mobile carrier and message frequency depends on account settings.
⁴ The U.S. Bank Focus Card Mobile App is free to download. Your mobile carrier may charge access fees depending upon your individual plan. Web access is needed to use Mobile App. Check with your carrier for specific fees and charges.

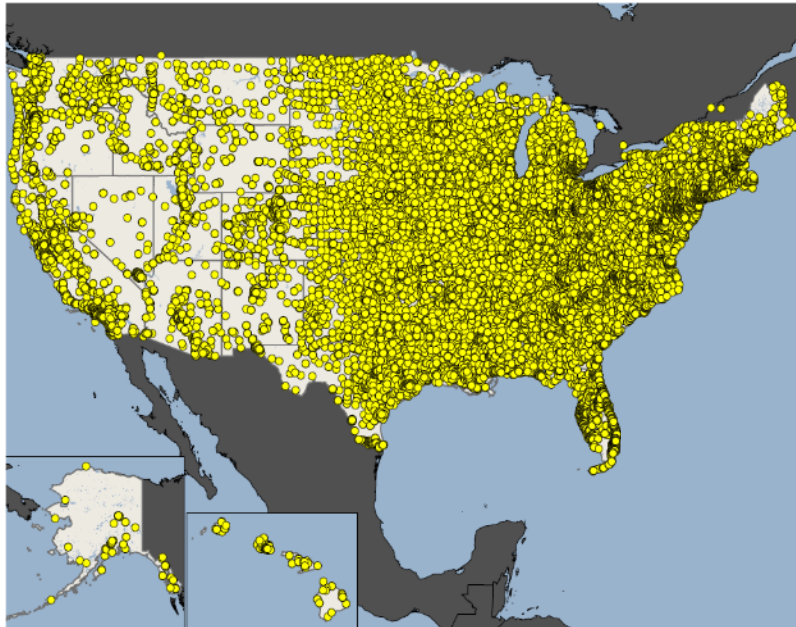
The Focus Card is issued by U.S. Bank National Association pursuant to a license from Visa U.S.A. Inc. © 2016 U.S. Bank. Member FDIC.



UNLIMITED, FREE Cash Access (ATM and Teller)

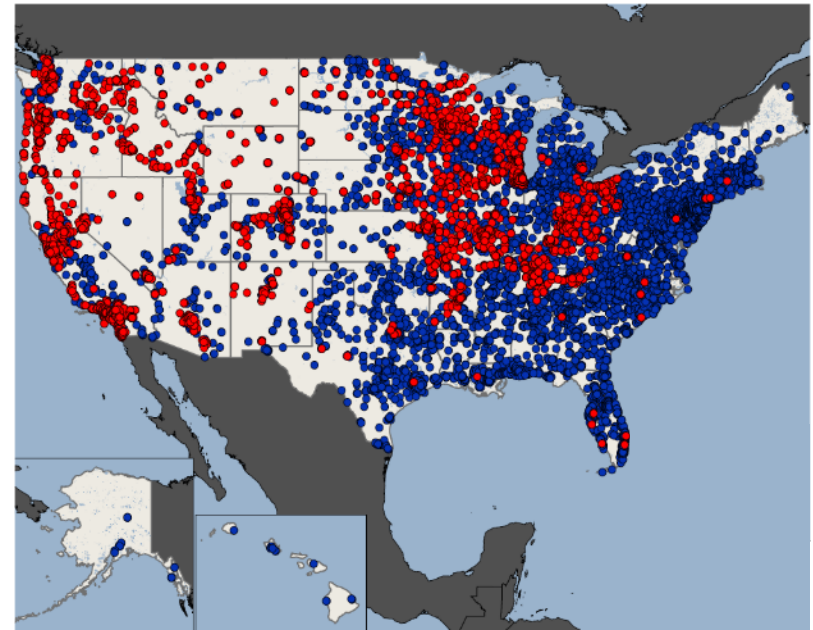
Bank Teller

103,000+ Locations



ATMs

26,000+ Locations



Agency Access & Features

One all-inclusive client portal admin website

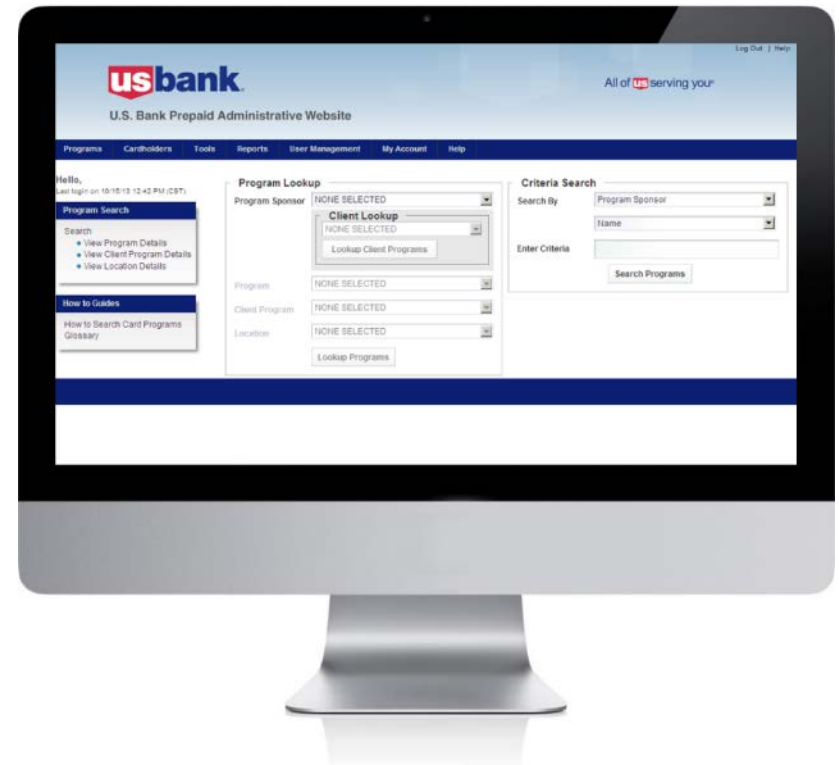
- Complete enrollments
- View and download reports
- Modify accounts
- Training modules

Robust Client Reports

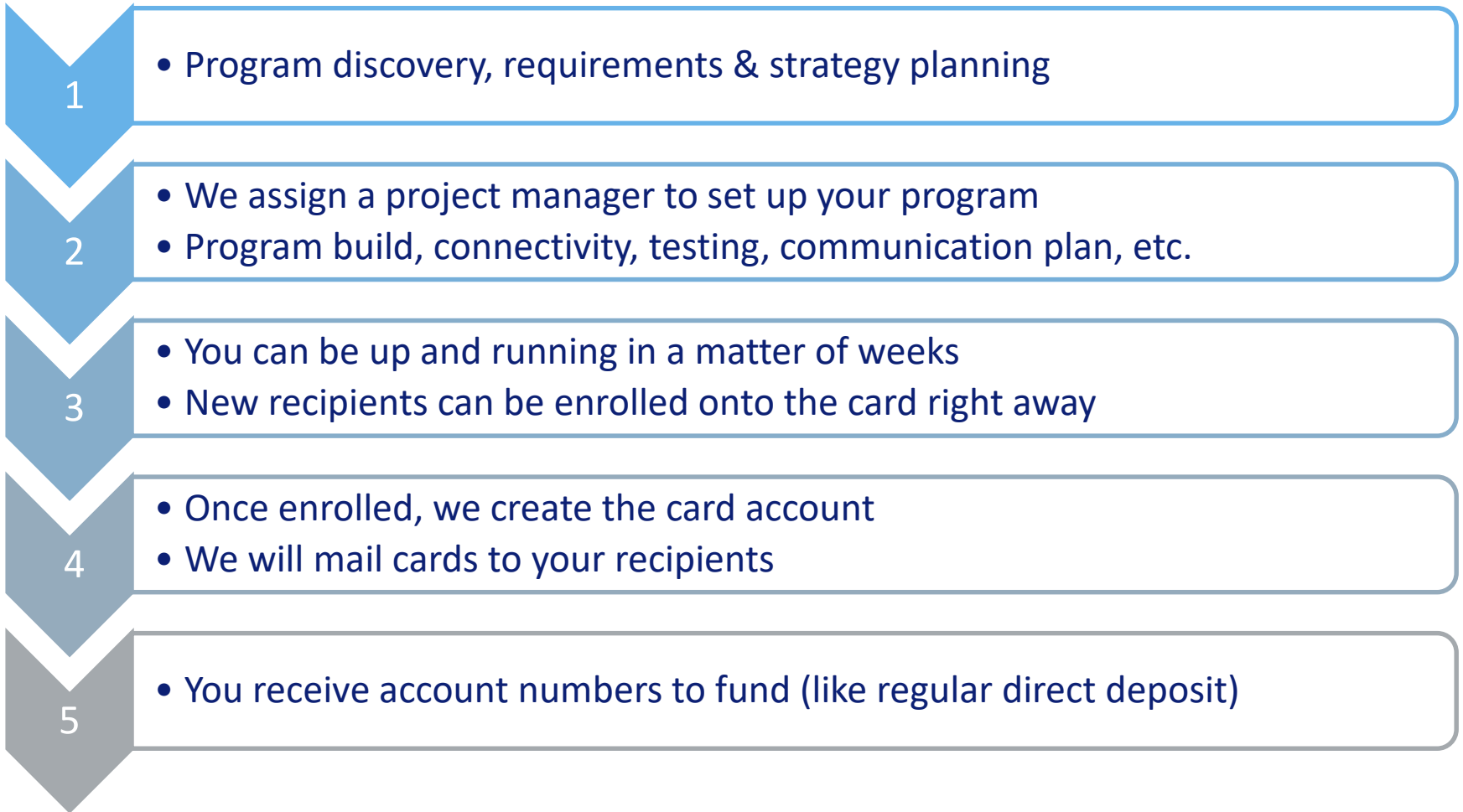
- Available through same client admin website
- Vary search criteria
- Data pulls: Daily, monthly or by date-range

Multiple Funding Options

- ACH Direct Deposit
- Batch (+5,000 cards)



Implementation Process



U.S. Bank Per Diem Program



Coming Back in 2018!

Per Diem Card Program

- A Visa branded, reloadable, prepaid card offered as an alternative to cash disbursements and traditional corporate credit cards
- Agency owns and controls all funds added or removed
- Cost effective way to easily manage per diem or stipend payments
- Card Types – Both cash access and no cash access options
- Cards are funded from the Master Funding Account. Unused funds on Card can be swept back to the Master Funding Account
- Administrator can review transactional activity for the underlying Cards



Good wherever Visa debit is accepted – worldwide

Thank you!

Gretchen Anderson

AVP, Sales Manager

U.S. Bank Government Prepaid

651-457-1007

gretchenr.anderson@usbank.com

Kim Spiroff

VP, Relationship Manager

US Bank Government Banking

Tel: 406-447-5251

kimberly.spiroff@usbank.com

Focus Card™ Fee Schedule

Activity	Cost		
Monthly Account Maintenance	Free		
Purchases at Point-of-Sale (Domestic)	Free		
Cash Back with Purchases (Domestic)	Free		
ATM Transactions	<u>Cash Withdrawal</u>	<u>Declined Withdrawal</u>	<u>Balance Inquiry</u>
U.S. Bank ATM	Free	Free	Free
MoneyPass® ATM	Free	Free	Free
Other ATM	\$1.75	\$0.50	\$1.00
International ATM	\$3.00	\$0.50	\$1.00
<p>The owner of any Non-U.S. Bank or Non-MoneyPass ATM may assess an additional surcharge fee for any ATM transaction that you complete.</p>			
Teller Cash Withdrawal	Free		
Customer Service Automated Phone Service, Online, Live Phone Rep	Free		
Inactivity After 90 consecutive days. Not assessed if balance is \$0.00.	\$2.00 Per Month		
Monthly Paper Statement	If requested – \$2.00		

Focus Card™ Fee Schedule Con't

Activity	Cost
Card Replacement <div style="text-align: right; padding-right: 20px;"> Standard Expedited Overnight </div>	First Card Free. \$5.00 thereafter \$15.00 \$25.00
Foreign Transaction	3% of transaction amount
*Standard messaging charges apply through your mobile carrier and message frequency depends on account settings.	

Focus Card™ Transaction Limits

Transaction Limits	Count	Amount
Maximum Card Balance	N/A	\$40,000
Purchases (includes cash back)	20 per day	\$4,000 per transaction
Cash Loads (If applicable to your program)	3 per day	\$950 per day
Teller Cash Withdrawal	5 per day	\$5,000 per day
ATM Withdrawal	5 per day	\$1,525 per day \$1,025 max transaction
Loads or Deposits	10 per day	\$20,000 per day
Signature-based POS returns	4 per day	N/A
Pending ACH Credits	5 per day	\$5,000 per day
ACH Loads	5 per day	\$20,000 per day
<p>We reserve the right to change the above fee schedule upon written notification to you as required by applicable law.</p>		

ReliaCard Fee Schedule

Item/Activity	Fee
CLIENT	
Program Implementation Fee	\$0.00
Marketing Materials	\$0.00
Monthly Account Maintenance Fee	\$0.00
New Account Enrollment Fee	\$0.00
CARDHOLDERS	
Monthly Account Maintenance Fee	\$0.00
Point of Sale Fees	
VISA Signature-Based POS Transactions	\$0.00
Interlink PIN-Based POS Transactions	\$0.00
Cash Back with Purchase at Participating Interlink Merchants	\$0.00
Cash Withdrawal Fees	
Withdrawals at U.S. Bank and MoneyPass-branded ATMs	\$0.00
Withdrawals at non-U.S. Bank and non-MoneyPass-branded ATMs (ATM owner may levy a fee to the cardholder)	\$2.00
Withdrawals at any International ATM	\$3.00
Teller-Based Cash Withdrawals (at any VISA bank, not limited to U.S. Bank)	\$0.00
Customer Service and Miscellaneous Fees	
Customer Service – Live Rep, Online & Automated Phone Access (unlimited)	\$0.00
Paper Statement Fees (if requested)	\$2.00
Monthly Inactivity Fee (Following 90 days of inactivity)	\$2.00
ATM Balance Inquiries– U.S. Bank and MoneyPass ATMs	\$0.00
ATM Balance Inquiries - – Non -U.S. Bank and MoneyPass ATMs	\$1.00
ATM Balance Inquiry – At any International ATM	\$2.00
ATM Withdrawal Declines – At Any ATM Terminal	\$0.00
Non-Emergency Card Replacement	\$5.00
Expedited Card Replacement	\$15.00
E-Mail Alert and Zero Balance and Negative Balance Text Message Alert*	\$0.00
Text Message Alerts*-- Address Change, Funds Added and Low Balance	\$0.00
Mobile Banking Transactions* -- Balance Inquiry and Mini-Statement	\$0.00
*Standard messaging charges may apply through cardholder's mobile carrier and message frequency depends on account settings.	
Bill Pay Request	\$0.00
International transactions are subject to 3% foreign transaction fee	