

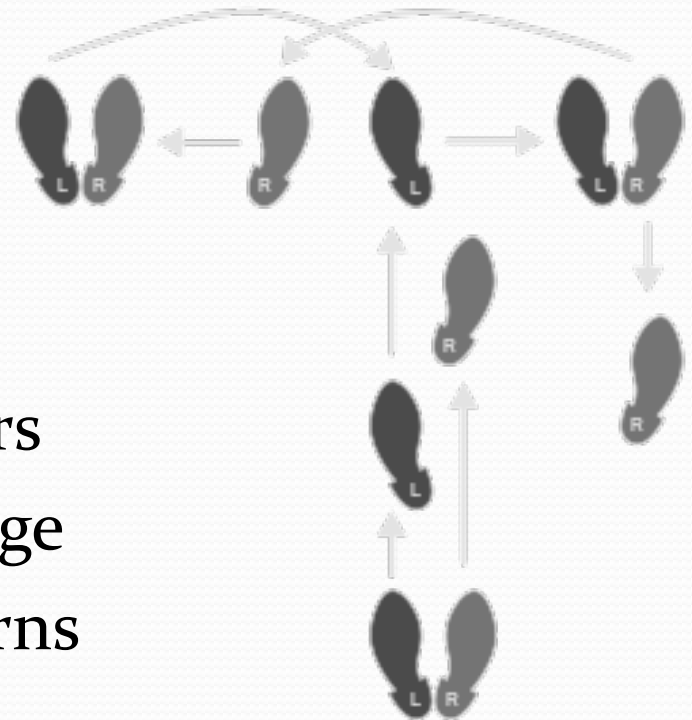
Cash Flow Management

2015 CACTTC
Education Conference



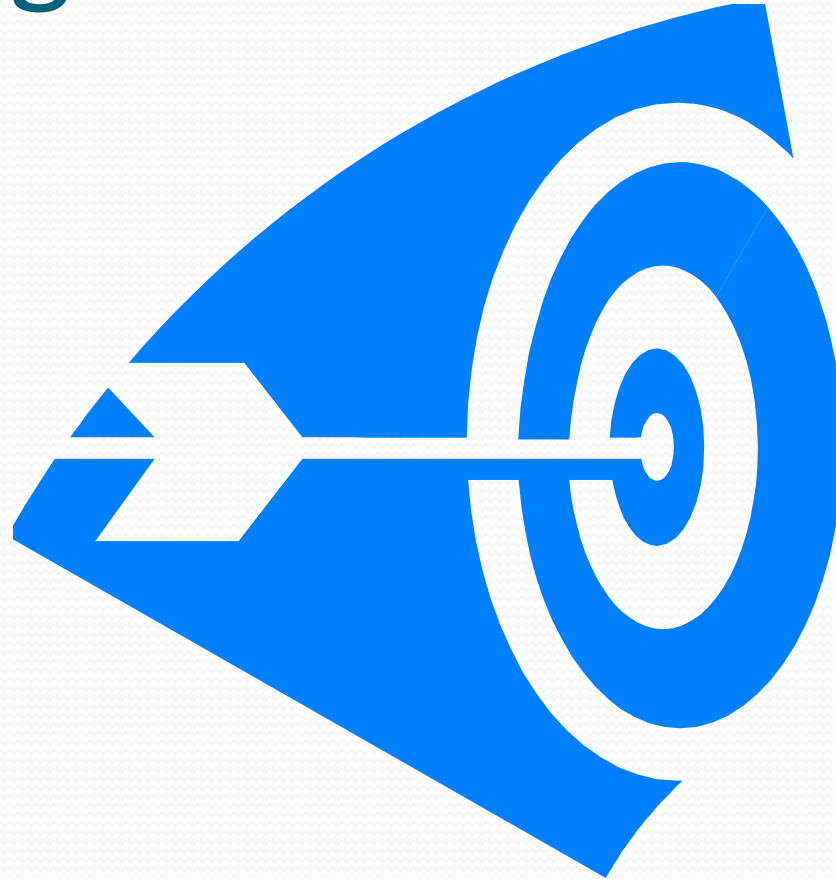
Steps

- Set cash flow targets
- Know your payment terms
- Invoice quickly
- Make payment easy for taxpayers
- Use technology to your advantage
- Focus on cash flow, not on returns
- Attention to detail



Cash flow Targets

- Weekly
- Monthly
- Yearly



Cash flow Targets

- Government Code § 53646

	Investment Maturities	Projected Deposits	Projected Disbursements	Cumulative Available Cash
Ending Cash Balance June 30, 2015				\$293,359,942
July-2015	\$731,006,318	\$324,034,444	\$522,063,444	\$826,337,261
August-2015	142,134,000	\$312,210,833	\$338,692,556	\$941,989,538
September-2015	158,605,000	\$277,016,667	\$313,034,778	\$1,064,576,427
October-2015	156,000,000	\$396,087,167	\$349,167,056	\$1,267,496,538
November-2015	116,625,000	\$459,211,778	\$335,378,500	\$1,507,954,816
December-2015	199,595,000	\$801,074,278	\$589,520,556	\$1,919,103,538

Payment Terms



- If you don't know when payments are due, how are you going to manage your cash flows?

Invoicing

- Tax Bills
- Collections
 - Notifications



Easy Payment Options

- Online Payment
 - Credit Card, PIN-Less Debit Card, E-Check (ACH)
 - Responsive Website Design
 - QR Code
 - Application



Online Tax Collections

Fiscal Year	IVR		Web		eCheck		Credit Card		Total Roll
	Trans	\$ Vol	Trans	\$ Vol	Trans	\$ Vol	Trans	\$ Vol	
FY 2006-07	17%	14%	83%	86%	66%	69%	34%	31%	5%
FY 2007-08	17%	17%	83%	83%	52%	61%	48%	39%	6%
FY 2008-09	10%	9%	90%	91%	63%	65%	37%	35%	6%
FY 2009-10	11%	10%	89%	90%	65%	70%	35%	30%	6%
FY 2010-11	7%	6%	93%	94%	69%	75%	31%	25%	9%
FY 2011-12	6%	5%	94%	95%	76%	81%	24%	19%	10%
FY 2012-13	6%	5%	94%	95%	79%	83%	21%	17%	12%
FY 2013-14	6%	4%	94%	96%	80%	85%	20%	15%	13%
FY 2014-15	7%	4%	93%	96%	79%	85%	21%	15%	14%

Easy Payment Options

- Point of Sale (POS)
 - Credit Card
 - PIN Debit Card
 - EMV
 - Contactless



echeck



Technology Can Be Your Friend

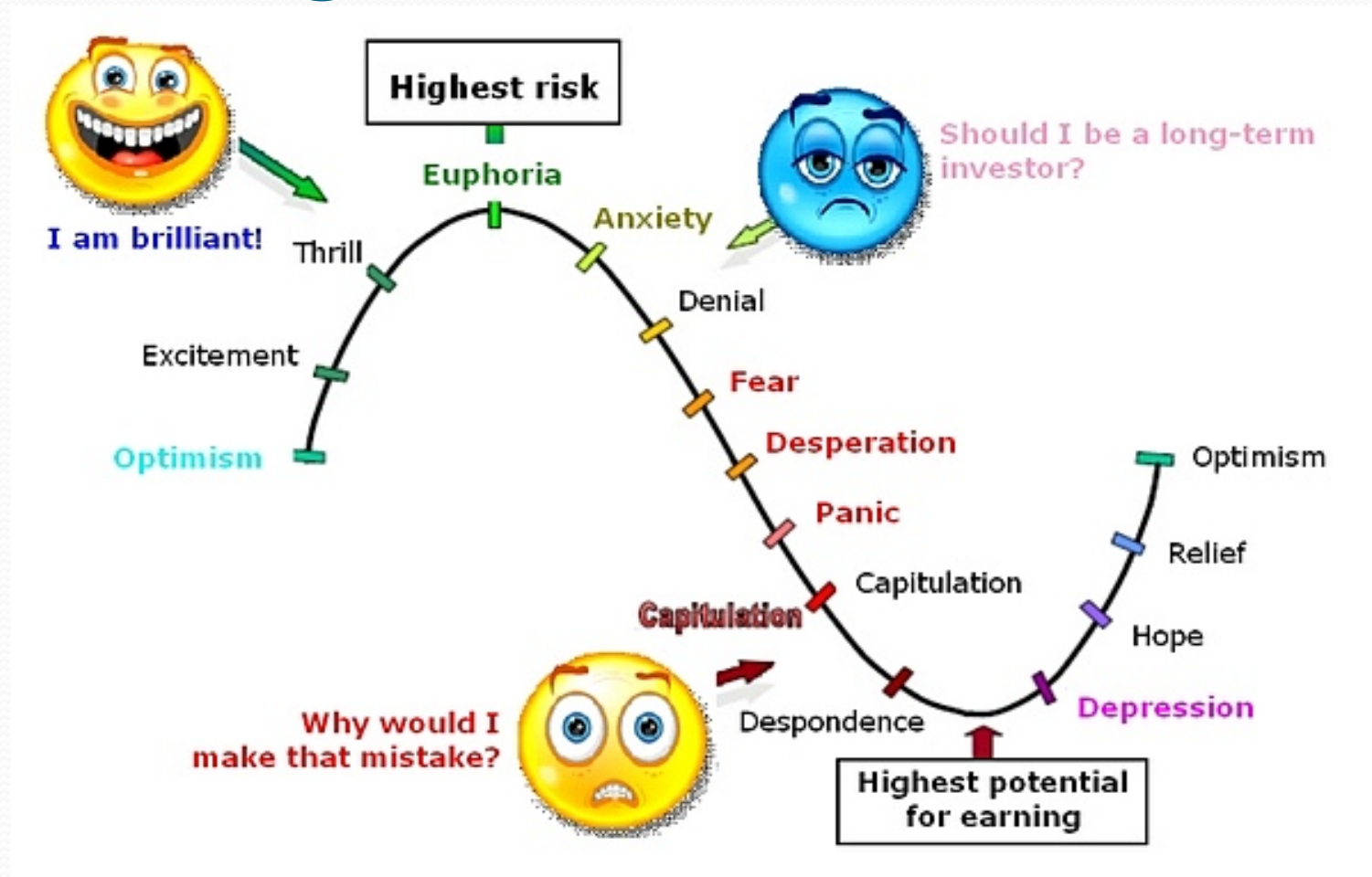


Advancements in Cash Flow Mgmt.

- Lockbox
- Electronic Payments
- Electronic Deposit Permits
- Electronic Bank Deposits
- Payment Scheduling



Investing of Cash Flow



Focus on Cash Flow

- If your cash flow is in order, your returns will be in order as well...
 - Have a Plan
 - Have a Policy
 - Directed Investments
 - Asset Managers



Attention to Detail



- Teeter
- Retirement Prepay
- Debt Service
- Tax Revenues
- Temporary Transfers
- Bond Issues / TRANs
- A-C Issues

Attention to Detail

DAILY ISSUES REPORT				Date:	9/25/2015
				Over \$100,000.00	
FUND	DESCRIPTION				
4999	Special District	577,943.99	284,575.98	4103011239 /SHEA HOMES	9/25/15 MAIL
			127,528.00	4103011240 /HO-12-1.0	9/25/15 MAIL
7999	School District				
5820	Co-Schools-Vendor				
5870	Co Schools - PR				
7500	Mt Diablo - PR				
7700	WCCUSD - AP				
7700	WCCUSD - PR				
7800	SRVUSD - PR				
7966	Comm College - PR				
7974	Comm College - Student Aid				
7988	Comm College - Vendor				
8179	Children & Families First				
8308	Sheriff's Escrow				
8801	"G" series-Accts Payable	3,486,705.30	2,331,586.78	*** SEE ATTACHED ***	9/25/2015 MAIL
	"G" series-Employee Demands				
	"C" series-upload	52,597.94			
	"C" series-upload	4,297,937.88	4,297,937.88	CCC TREASURER - COMM COLLEGE - P	9/28/2015 WIRE
	"C" series-upload	10,172,036.24	10,172,036.24	CCC TREASURER - SRVUSD - PR	9/28/2015 WIRE
	"C" series-upload	306,172.41	306,172.41	CCC WORERS' COMP FUND	9/28/2015 DEP-WF
	"C" series-upload	8,645,783.04	8,645,783.04	CCC TREASURER - WCCUSD - PR	9/28/2015 WIRE
8802	Welfare	67,192.78			
8806	Payroll				
8806	Payroll	1,733.04			
Cancellations		(7,773.23)			
TOTAL CHECKS ISSUED		27,600,329.39			

Attention to Detail

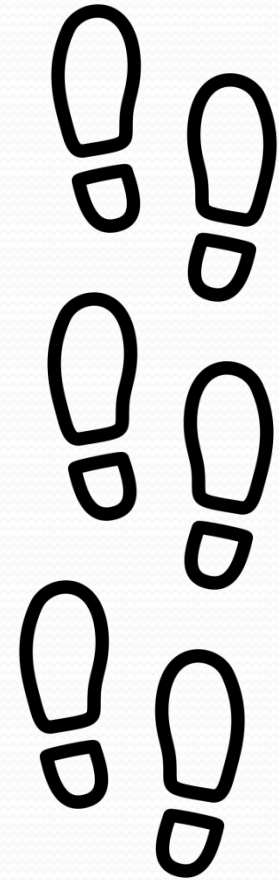
	4999	5800	7500	7700	7800	7988	8801
9/24/2015	146,060.05		143,786.32			126,124.81	687,398.63
			111,844.80				139,380.00
			405,239.08				607,825.66
			456,657.15				314,839.83
			595,716.81				100,708.98
9/25/2015	284,575.98						4,297,937.88
	127,528.00						10,172,036.24
							306,172.41
							8,645,783.04
							367,466.29
							405,621.38
							1,558,499.11
							650,175.23
	558,164.03	0.00	1,713,244.16	0.00	0.00	126,124.81	28,253,844.68
	4999	5800	7500	7700	7800	7988	8801

Attention to Detail

DATE	ISSUES	ADD FUNDS				TOTAL SUM OF FUNDS	CHECKS REDEEMED
		DAY 1 - 30%	DAY 2 - 40%	DAY 3 - 15%	DAY 4 - 15%		
9/24/2015	17,841,000	1,016,700	1,452,000	433,350	25,350		
	1,305,000	-	-			15,000,000	
	4,910,000	3,590,000	2,426,000			8,943,400	3,992,000
9/25/2015	26,884,000	1,473,000	1,355,600	544,500	433,350		
	-	652,500	-			30,000,000	
	716,000	17,841,000	-			22,299,950	19,343,000
9/28/2015	-	214,800	1,964,000	508,350	544,500		
	-	26,884,000	652,500			67,000,000	
	-	-				30,768,150	
9/29/2015	-	-	286,400	736,500	508,350		
	-	-	-				
	-	-				1,531,250	
9/30/2015	-	-	-	107,400	736,500		
	-	-	-				
	-	-				843,900	

Steps

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Questions

