



Making the Most of Your Money

Cash Flow Management & Operations

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Thank you for having us!

Some of the challenges finance officers have today

Don't have enough staff to meet all of their requirements

Need to generate additional revenue/savings for budget

Would like to adopt new technology resources to accelerate financial innovation



Need continuity of cash flow projection development with staffing turnover

Don't have time to analyze cash & banking services the way they would like

Difficult measuring liquidity resilience requested by rating agencies & Boards

Liquidity



1

2

3

Safety

Yield

Cash Flow vs. Liquidity Analysis



Daily *ins* and *outs*
of revenues & expenditures
- *cash flow*



The *measurement* &
value of all your entity's cash
- *liquidity*

+ Cash flow...

three+one is an independent financial technology company offering data solutions that drive innovation, efficiency, and better financial outcomes for taxpayers and stakeholders.

NYS Public Entity #1

PROJECTED 2020

	Actual	PROJECTED 2020										
	JAN	FEB	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPT	OCT	NOV	DEC
CASH BALANCE	174,016	13,286	34,222	24,814	35,904	22,804	510,672	84,018	84,710	18,910	68,020	71,678
TOTAL CASH RECEIPTS	237,343	256,604	290,667	184,767	228,267	795,667	544,592	332,747	330,766	227,766	204,766	284,905
TOTAL CASH AVAILABLE	411,359	269,890	324,889	209,581	264,171	818,471	1,055,264	416,765	415,476	246,676	272,786	356,583
TOTAL CASH DISBURSEMENTS	477,553	235,668	255,075	258,677	241,367	307,799	643,321	252,575	296,566	278,656	201,108	506,080
TOTAL CASH	(66,194)	34,222	69,814	(49,096)	22,804	510,672	411,943	164,190	118,910	(31,980)	71,678	(149,497)



Most public entities say they don't have the time to look at data or document any value found in it.

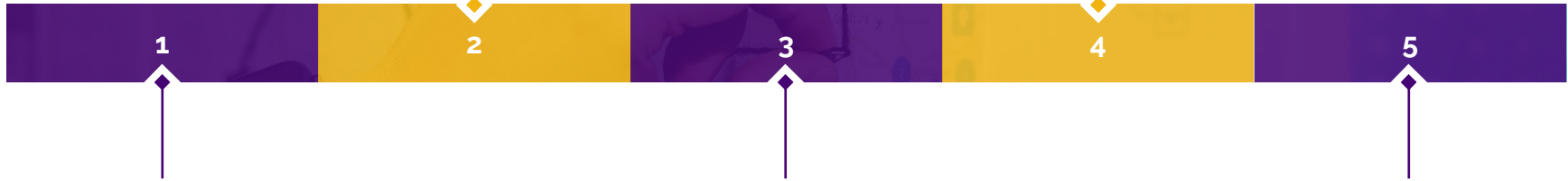
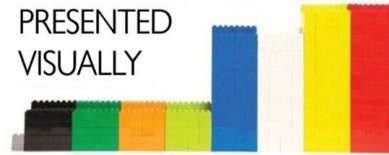
-Ash Center for Democratic Governance and Innovation at the Harvard Kennedy School



SORTED



PRESENTED
VISUALLY



DATA



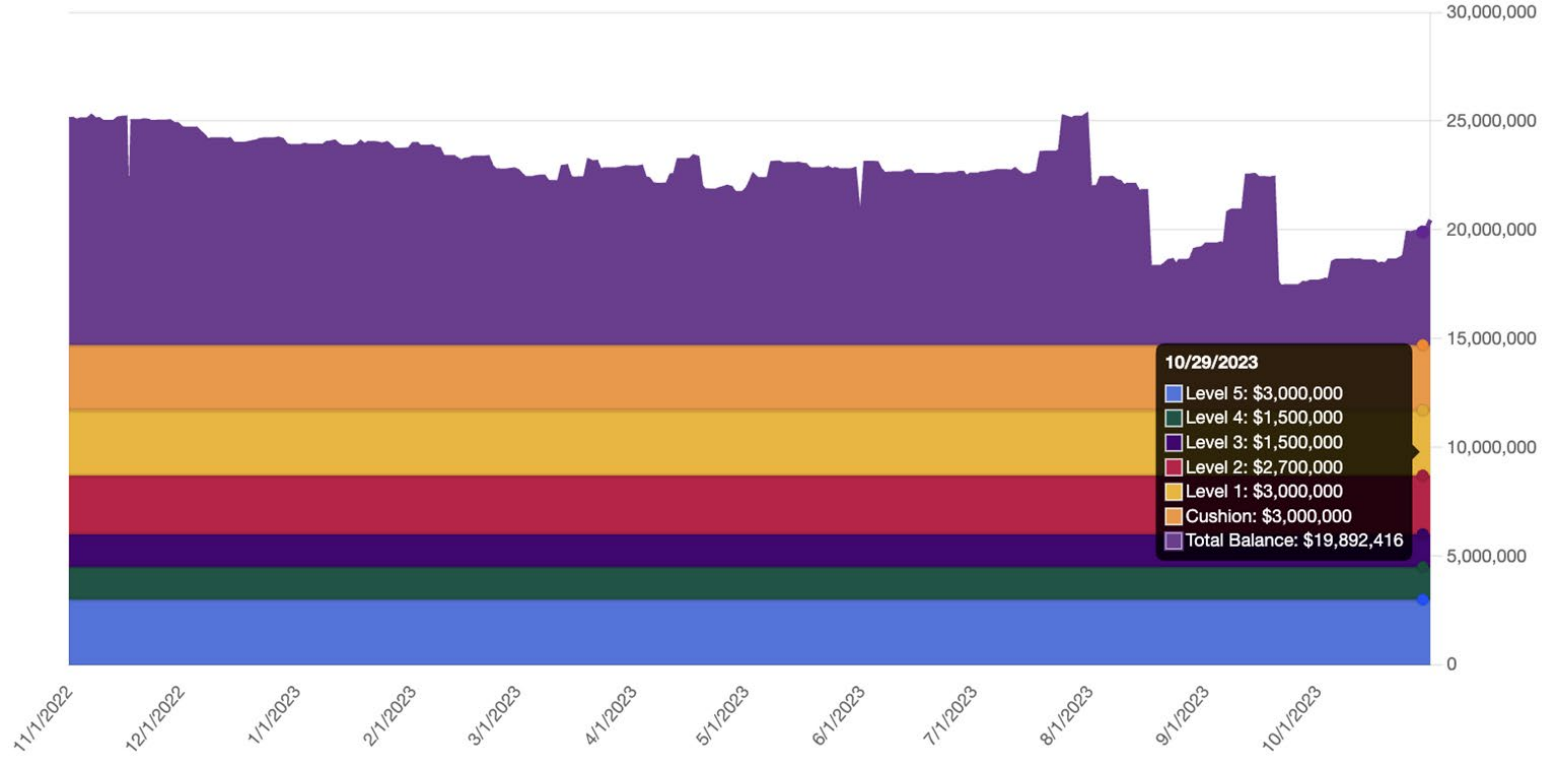
ARRANGED



EXPLAINED
WITH A STORY



Cordova Liquidity for Decision Making



Cordova Displayed for Decision Making

	LEVEL 5 \$3M	LEVEL 4 \$1.5M	LEVEL 3 \$1.5M	LEVEL 2 \$2.7M	LEVEL 1 \$3M	Cushion \$3M	Working Capital [?] \$7,669,878	Total \$22,369,878
Duration	24-30 months	18-24 months	12-18 months	6-12 months	1-6 months	Up to 30 days	Daily	Varies
Benchmark Rates *	5.07%	5.26%	5.44%	5.54%	5.55%	5.56%	5.56%	5.46%
Benchmark Values	\$152,100	\$78,825	\$81,600	\$149,580	\$166,500	\$166,800	\$426,445	\$1,221,850

* Treasury Yield Curve Rates as of 10/31/2023

Cordova Displayed for Decision Making

- **98.5%** of the City's balances are now **providing value**
- Calculated an additional **\$5.2 million** in cash that could be invested to generate income for the budget
- Provide benchmark data on banking fees, Earnings Credit Rates, & bank deposit rates
- Streamlining **account optimization**



Prudently investing
public funds is a bit
like climbing a
staircase

Deposit Diversification

- Are your deposits diversified?
- Are you engaging all the players in the band?
- Is your investment policy a living document?
- 30% more?



Takeaways



Use your data, stress test it and display it in a way that allows you to “see” how long you can invest it.



*Use the yield curve and treasuries to **increase prudently the return on your cash.***



*Review your bank fees and ECR for “hidden” opportunities to nudge **your expected return higher.***



THANK YOU!

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