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Embracing Financial Innovation:

Empowering Beaufort County's Treasurer's
Department

Presenters

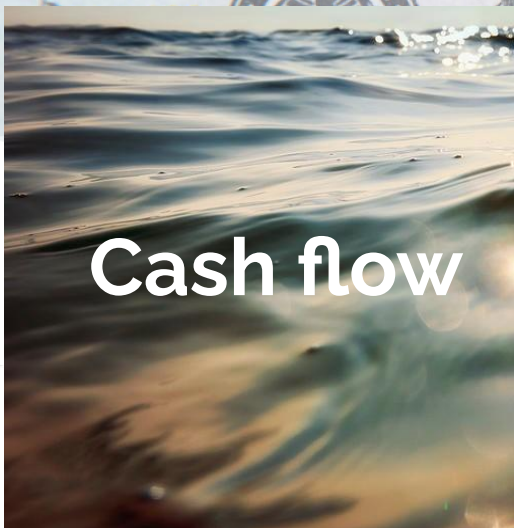


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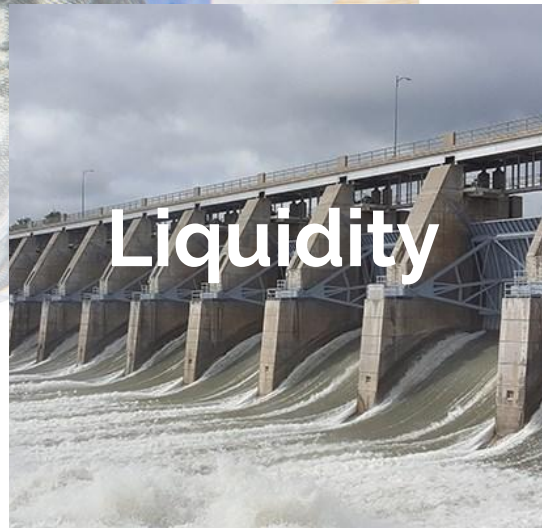


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Cash Flow vs Liquidity

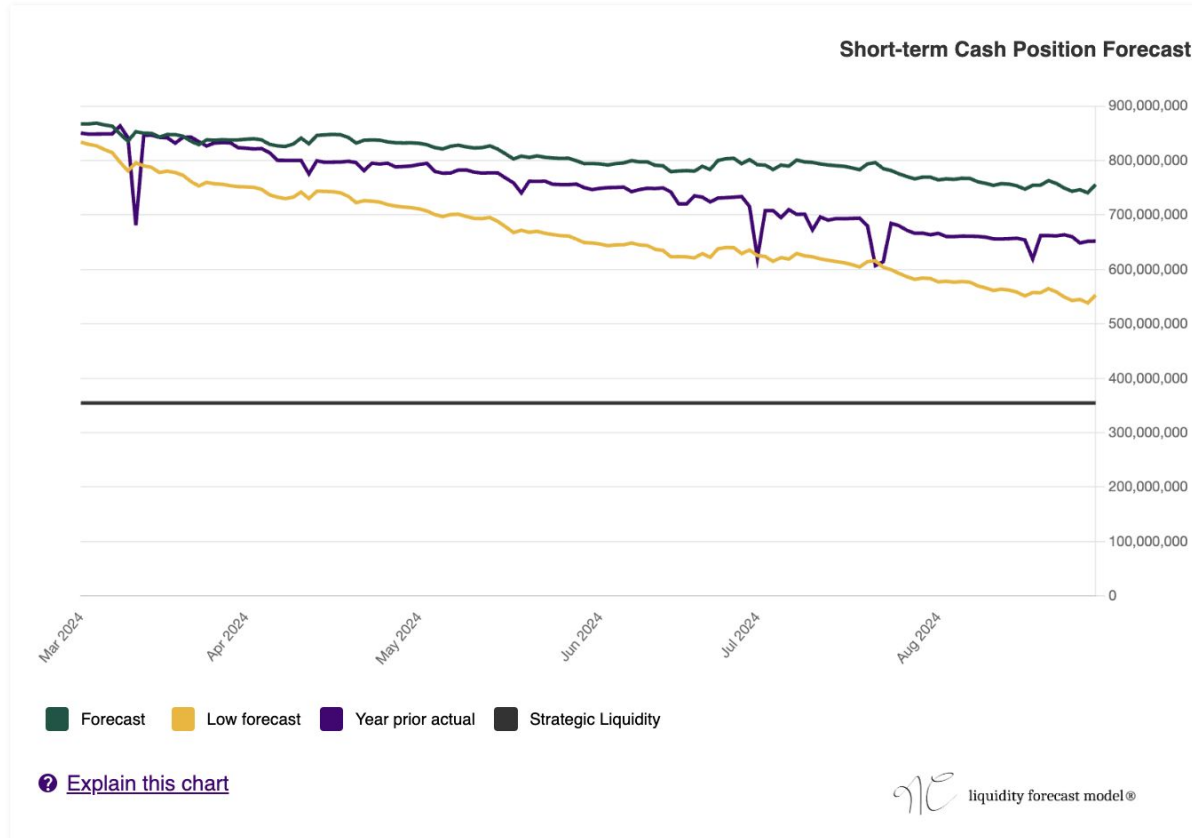


Cash flow



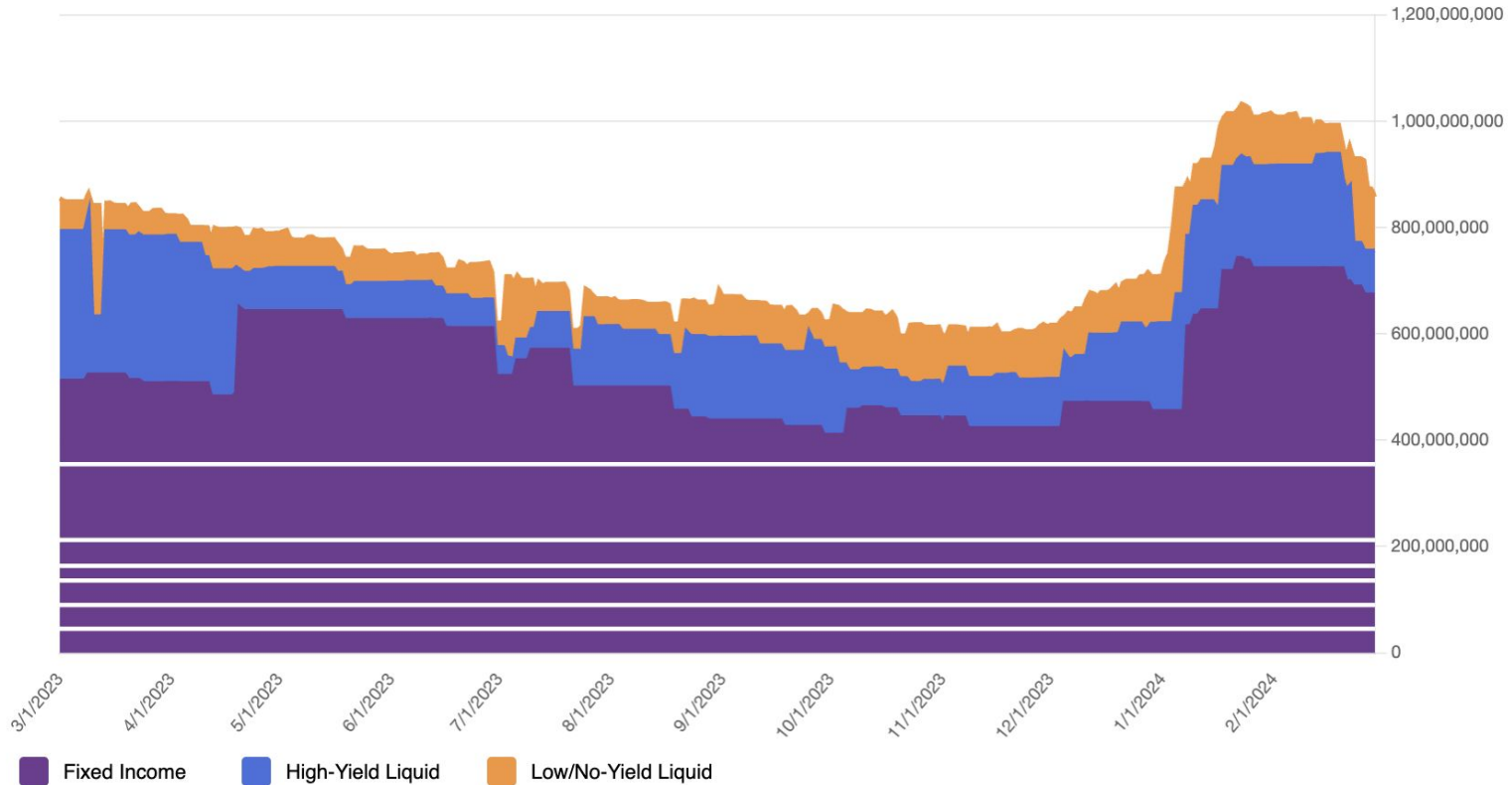
Liquidity

+ Putting The Data To Work



+ Putting The Data To Work

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+ Putting The Data To Work



	LEVEL 5 \$45M	LEVEL 4 \$45M	LEVEL 3 \$46M	LEVEL 2 \$27.5M	LEVEL 1 \$48.5M	Cushion \$142.5M	Working Capital [?] \$389,172,373	Total \$743,672,373
Duration	48-60 months	36-48 months	24-36 months	12-24 months	1-12 months	Up to 30 days	Daily	Varies
Benchmark Rates *	4.34%	4.43%	4.64%	5.01%	5.42%	5.53%	5.53%	5.31%
Benchmark Values	\$1,955,250	\$1,993,500	\$2,134,400	\$1,377,750	\$2,626,275	\$7,880,250	\$21,521,232	\$39,488,657

* Treasury Yield Curve Rates as of 2/29/2024

+ So what about peer benchmarks?



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	Term	Rates
Option #1	12-month CD	5.00%
Option #2	12-month T-bill	5.05%
Option #3	6-month T-bill	5.34%
Option #4	6-month CD	5.25%
Option #5	3-month T-bill	5.38%
Option #6	3-month CD	5.25%
Option #7	High-yield Liquid	5.57%

Comparing marketplace benchmarks ensures you are **receiving full marketplace value** on all cash.

This chart shows actual benchmarks for \$5,000,000 on 3/20/24:

-\$5.0m @ 5.05% = \$ 252,500 1 year earnings

-\$5.0m @ 4.50% = \$ 225,000 1 year earnings

+\$ 27,500 = Net addl revenue

Value comparisons between banks



	Bank 1	Bank 2	Bank 3	Bank 4	Bank 5
Total Annual Line Item Fees (excluding FDIC fees)	\$23,410	\$14,429	\$25,708	\$78,272	\$17,776
DDA Rate	4.62%	4.50%	0.35%	1.00%	0.10%
ECR	4.72%	1.50%	0.30%	3.50%	0.05%
FDIC	0.000%	0.130%	0.000%	0.129%	0.000%
ECR net of FDIC	4.72%	1.37%	0.30%	3.37%	0.05%
Historical Average Balance	\$27,899,703	\$27,899,703	\$27,899,703	\$27,899,703	\$27,899,703
FDIC Fee (\$)	\$0	\$36,270	\$0	\$35,991	\$0
Reserve Requirement (RR)	0%	0%	4.45%	0%	0%
Historical Average Balance Adjusted for RR	\$27,899,703	\$27,899,703	\$26,657,614	\$27,899,703	\$27,899,703
ECR Allowance	\$1,316,866	\$382,226	\$79,973	\$940,499	\$13,950
Estimated Balance to Pay Zero Fees	\$495,968	\$3,700,649	\$8,569,173	\$3,389,572	\$35,552,100
Interest Type	Excess Balances	Excess Balances	Only on Payroll Acct.	All Balances	All Balances
Excess / Deficit Balance	\$27,403,735	\$24,199,054	\$500,000	\$24,510,131	-\$7,652,397
Net Value - Interest Earned after Fees are Offset	\$1,266,053	\$1,088,957	\$615,760	\$278,997	-\$3,826

**Public entity -
\$152 million budget**

1. Monitor
2. Know the benchmarks
3. Understand your account structure and how it works with your overall treasury operation.



+ Use Social Media To Share Your Success

 **Maria Walls, C.P.A.** · 1st
Beaufort County Treasurer
3d · 🌐

Our team is constantly evolving with purpose. Our Monday motivation comes from The Obstacle is the Way...


[#happymonday](#) [#beaufortcounty](#) [#mondaymotivation](#) [#stoicism](#)
[#theobstacleistheway](#)



Beaufort County
TREASURER

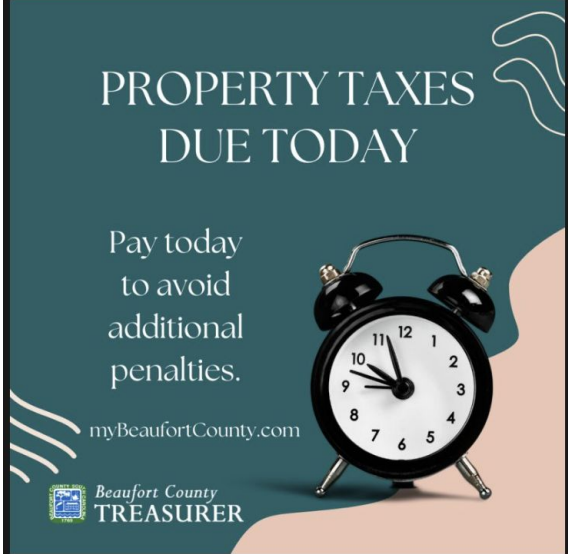
Whatever we face,
we have a choice:

Will we be blocked by
obstacles, or will we advance
through and over them?

 **Maria Walls, C.P.A.** · 1st
Beaufort County Treasurer
2d · 🌐

Another payment deadline is today.

Visit <https://lnkd.in/eMFEqWh5> to avoid additional late penalties. Have ...see more




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to avoid
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Daily, we are actively managing investments, putting your tax dollars to work. The investments we made just this month will earn you \$5.2 million this year alone.

Why is this important? Because every dollar earned is a dollar that government doesn't take from your pocket.

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\$5.2m IN
INVESTMENT
EARNINGS

+ Celebrating Maria's Commitment to Stewardship

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Treasurer Walls Receives

Financial Management Award



+ Benefits of cashVest Liquidity Management



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1. Ability to identify all cash as a revenue generating asset.
2. Data allows ability to forecast future cash & debt needs.
3. Monitor all bank fees.
4. Substantiate credit rating as liquidity is now 10% of the framework for local GO ratings at S&P.
5. Provide "peace of mind" during periods of fiscal uncertainty, like COVID-19 and natural disasters.

Contact us for more information



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