



# Public Banking Today, Tomorrow, & into the Future



1



Please visit  
[pollev.com/3PLUS1](http://pollev.com/3PLUS1)

2

2

## How long have you been in your current position?

1-5  
years

5-10  
years

10-15  
years

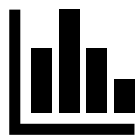
15-20+  
years

Start the presentation to see live content. Still no live content? Install the app or get help at [PollEv.com/app](http://PollEv.com/app)

3



# Everything has changed



Data



Tech



People

4

4

**I consider myself open minded.**

True

False

Start the presentation to see live content. Still no live content? Install the app or get help at [PollEv.com/app](http://PollEv.com/app)

5

**My staff is open to change?**

Yes

No

Start the presentation to see live content. Still no live content? Install the app or get help at [PollEv.com/app](http://PollEv.com/app)

Total Results

6



# 3 views of cash in the public marketplace

How has data brought value to cash?

7

7

**How you  
see your  
cash.**

cash flow

**How your  
bank sees  
your cash.**

liquidity

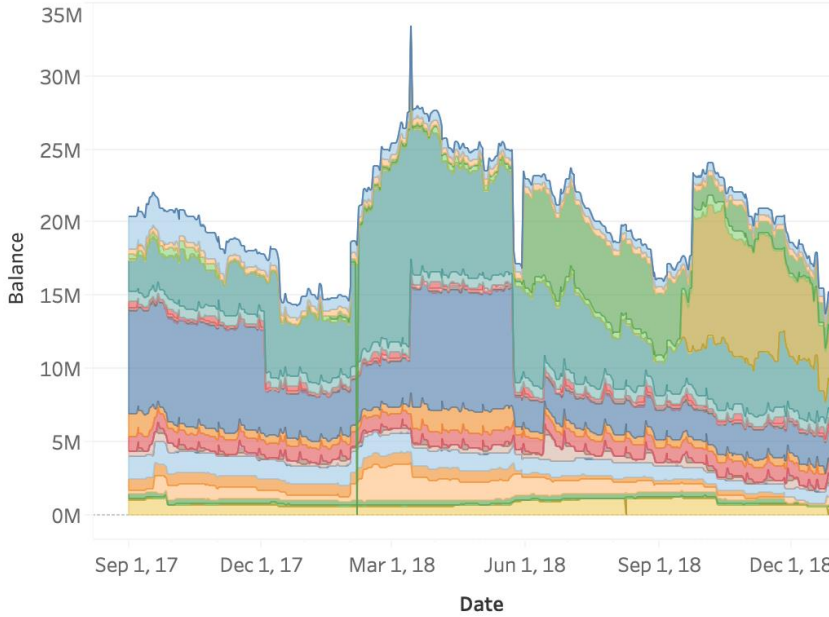
**How the  
marketplace  
values your  
cash.**

Marketplace  
value

8

8

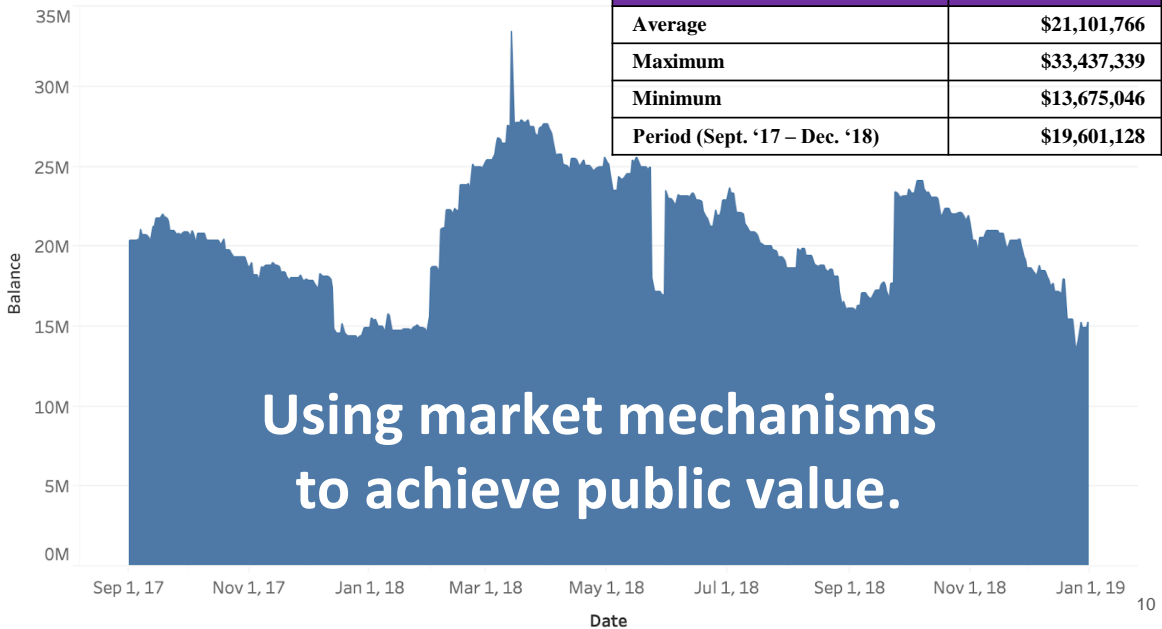
### Stacked Account Balances



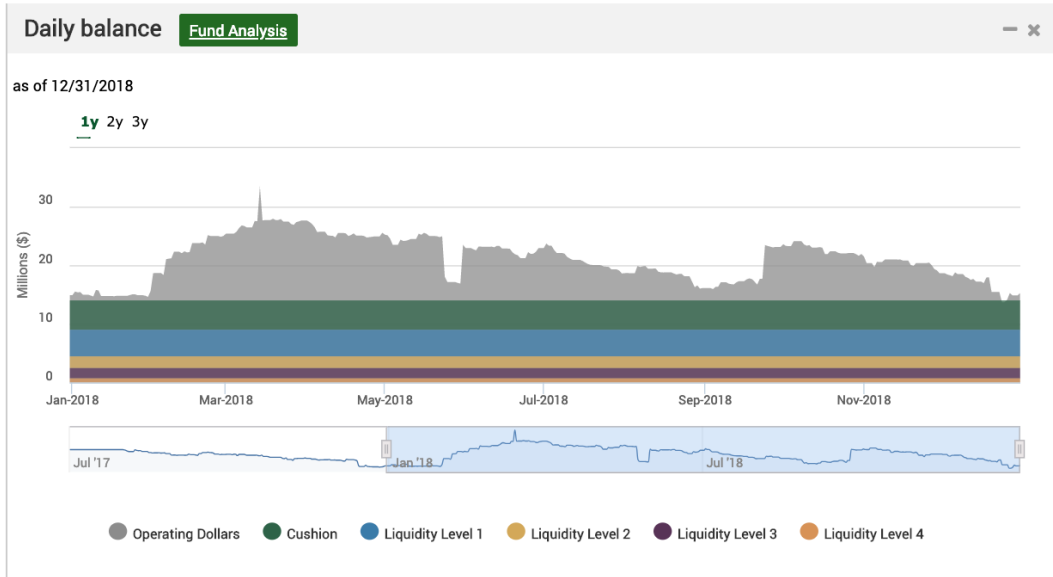
Account Names	Average Balance	Interest Rate
CDs	\$1,960,274	1.89%
GF Sav	\$682,880	0.11%
Solid Waste Res	\$46,490	0.03%
GF Ckg	\$5,107,337	0.08%
CP COB Add & Reno	\$1,987,739	0.10%
Special Trust	\$755,474	0.07%
Cap Proj Infra	\$596,779	0.07%
Self Ins	\$1,038,321	0.07%
Payroll	\$33,753	0.05%
Health Ins	\$140,608	0.05%
Solid Waste Ckg	\$912,292	0.05%
Debt Service	\$297,471	0.05%
Rd Fund Ckg	\$321,332	0.05%
Pyrll Deduc	\$105,771	0.05%
Joint Activity	\$127,896	0.03%
Machine Ckg	\$132,308	0.03%
Fuel Farm Res	\$31,887	0.03%
Solid Waste Sav	\$36,424	0.03%
Cap Proj Radio	\$3,035	0.03%
Rd Fund Sav	\$12,275	0.02%
Cap Proj Energy	\$9,207	0.02%
OC Mental Hlth	\$1,761	0.00%
Marine Park Trust	\$5,611	0.00%
Med Flex	\$24,661	0.00%
Special Grant	\$57,634	0.00%
Ckg w-Int	\$379,580	0.76%
GF Sav	\$3,589	0.06%
Solid Waste Res	\$238,111	0.09%
GF Ckg	\$481,363	0.03%
SI Reserve	\$456,870	0.10%
Muni MM Sav -x0531	\$3,426,435	0.21%
Muni MM Sav -x2699	\$684,955	0.15%
Muni MM Sav -x2717	\$1,001,641	0.21%

9

### Combined Balances



10



<b>Amount</b>	700,000	1,750,000	2,000,000	4,550,000	5,000,000	7,101,766	<b>\$21,101,766</b>
<b>Duration</b>	18-24 months	12-18 months	6-12 months	1-6 months	Up to 30 days	Daily	<b>Varies</b>

11

11

# Public Benefit

\$3,054 in interest (9/1/2017 - 12/31/2017)  
**\$51,169 in interest (9/1/2018 – 12/31/2018)**

**1574.93% increase year-over-year**

12

12

## What is the effective interest rate you're earning on all cash?

I don't  
measure this. **A**

0.00% - 1.00% **B**

1.00% - 1.50% **C**

1.50% - 2.50% **D**

2.51%+ **E**

Start the presentation to see live content. Still no live content? Install the app or get help at [PollEv.com/app](https://PollEv.com/app)

13



# Digital ReWork

How has technology brought value to cash?

14

14

New technology makes me feel.



Start the presentation to see live content. Still no live content? Install the app or get help at [PollEv.com/app](https://PollEv.com/app)

Total Result

15

## Focus on “User- centricity.”

A key tenet of digital delivery is to start with the user. Engage users in service design.

Integrate technologies into existing infrastructures. Get advice on navigating evolving technology.



## Changing the culture.

Learn to increasingly employ digital trends and technologies to reinforce a culture of innovation & collaboration.

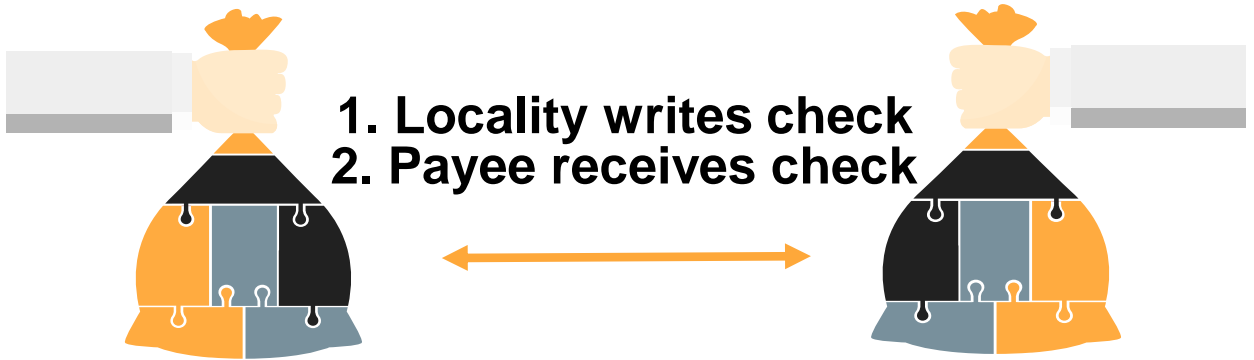
Workforce skills can be the most challenging area for digital evolution.

16

16



## How do you see the check clearing process?



17

17

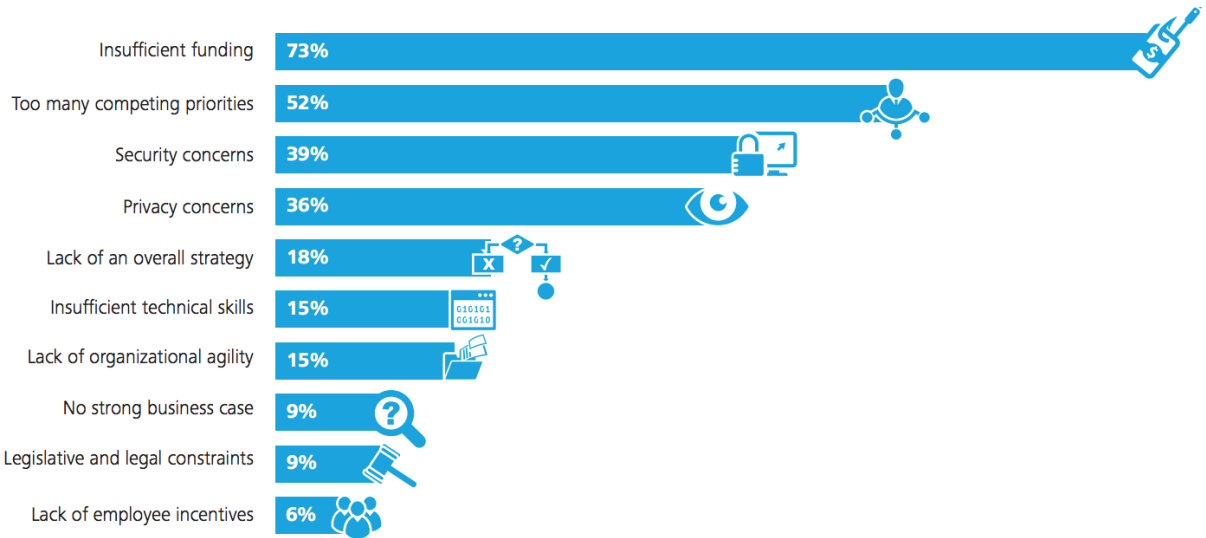
## How the check clearing process works

1. Government writes check
2. Payee receives check
3. Payee deposits check
4. Check forwarded
5. Presented to clearing house
6. Presented for payment to Government's bank
7. Government's account is debited
8. Check is presented back to the clearing house
9. Payee's account is credited.

18

18

# Top barriers to the digital transformation:

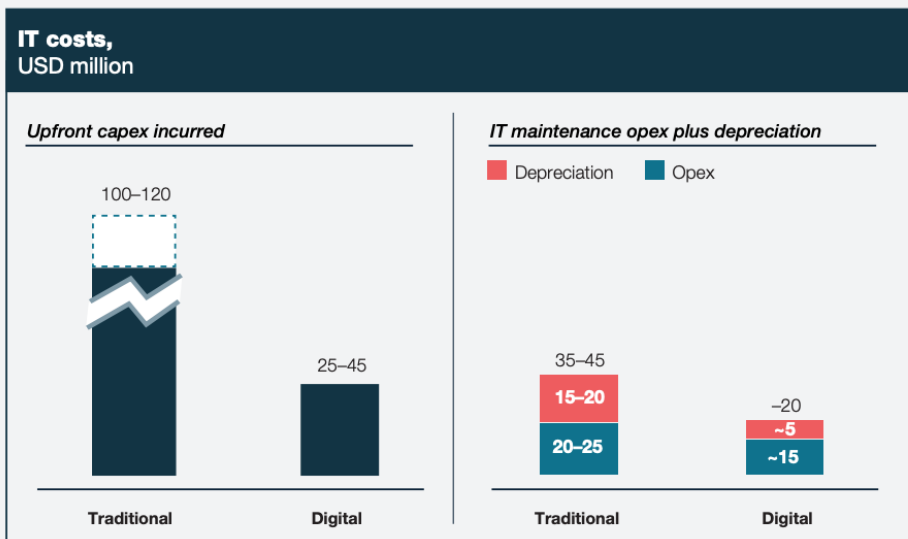


Source: National Association of Auditors, Comptrollers, and Treasurers

19

19

IT capex and opex is expected to be significantly lower to set up the digital model versus a traditional operating model.



Source: McKinsey & Company April '16

20

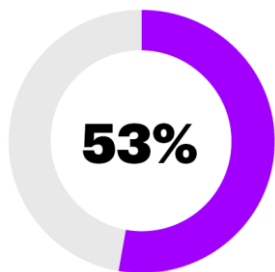
20



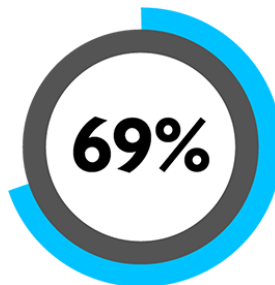
# Building a new Treasury Framework to maximize efficiency and value on public deposits.

21

21



**53% of local government officials say they don't have enough time in the work week to complete tasks.**



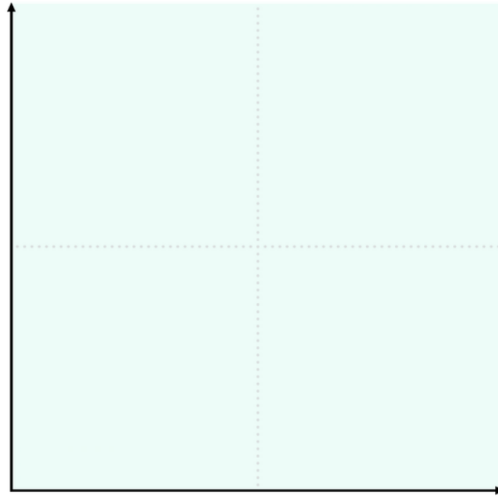
**69% regularly work more than 40 hours with no additional compensation.**

Source: Governing Magazine

22

22

Rate creating additional income/savings in terms of urgency and importance. Rate important on top. Rate urgent to the right.



Start the presentation to see live content. Still no live content? Install the app or get help at [PollEv.com/app](https://PollEv.com/app)

Total Results

23



**Don't miss the opportunity  
to extract public value from  
the value the public creates.**

**How the citizenry needs value from cash due to tight  
budgets and rising expectations.**

24

24

