

CASH MANAGEMENT— MAXIMIZING RESOURCES

Each year the City adopts a budget. At the same time, this budget is converted into a cash budget internally to determine the cash flow for the budget year. Two revenue issues require consideration, property taxes and timing issues with shared revenues from the State. This requires the City to provide interim financing, internal or external, for certain operating funds. These funds and their percentage of revenue that is property tax are as follows.

PROPERTY TAXES AS A PERCENTAGE OF REVENUE FOR CERTAIN FUNDS

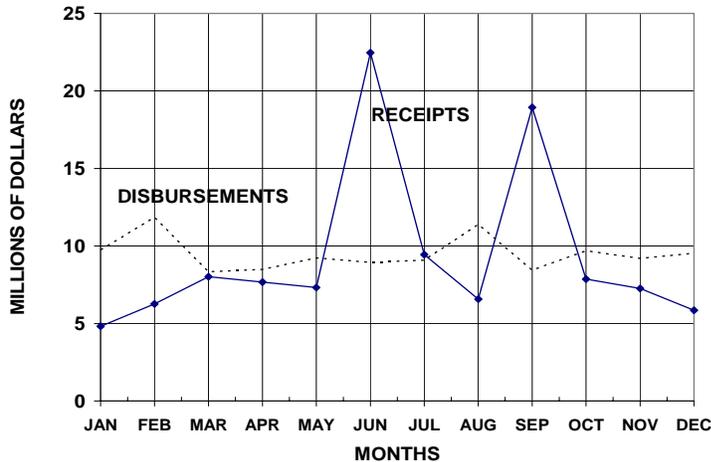
| | <u>General</u> | <u>Sanitation</u> | <u>Library</u> |
|------|----------------|-------------------|----------------|
| 2004 | 29.7 | 18.6 | 87.9 |
| 2005 | 29.9 | 19.4 | 88.4 |
| 2006 | 29.6 | 20.8 | 83.6 |
| 2007 | 28.8 | 22.0 | 82.9 |
| 2008 | 29.8 | 22.9 | 81.6 |

The range of property tax revenue varies from one of every five dollars for the Sanitation Fund to just over four of every five for the Library Fund.

UNDERSTANDING CASH FLOW

To completely understand the importance that property tax revenues have in cash management, the 2008 cash flow forecast summary for the General Fund graph is useful in illustrating the timing problem.

**CITY OF ROCKFORD, ILLINOIS
CASH FLOW FORECAST SUMMARY
2008 GENERAL FUND BUDGET**

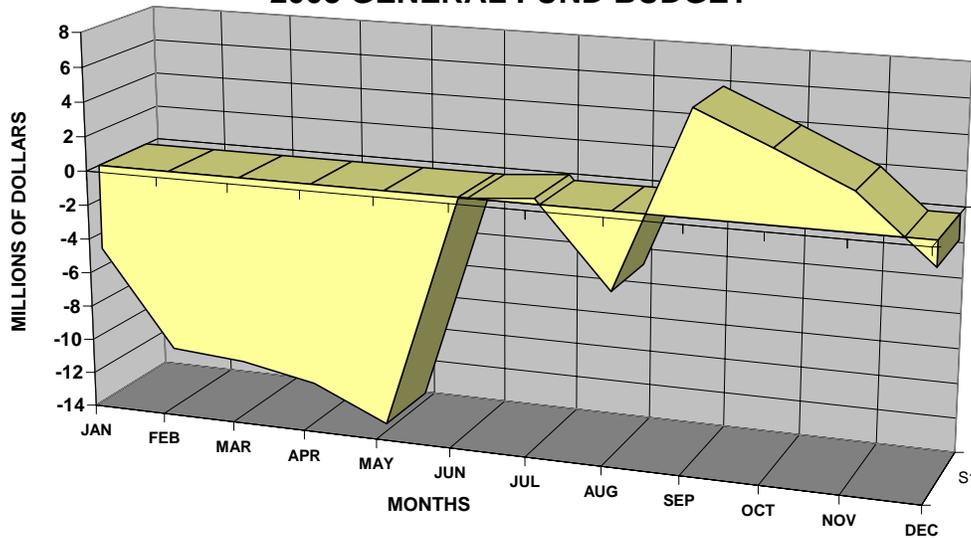


SOURCE: FINANCE OFFICE

Illinois property taxes are collected the year after the budget for which they were authorized in two payments: June and September. As noted above, the collection of over a quarter of the fund's revenues distorts any semblance of an orderly flow of revenue that matches expenditures.

This produces a cash draw down for the first five months of a fiscal year as the monthly cumulative summary illustrates.

CITY OF ROCKFORD, ILLINOIS MONTHLY CASH FLOW SUMMARY 2008 GENERAL FUND BUDGET



SOURCE: FINANCE OFFICE

For the General Fund, the 30% range for property taxes as a percentage of total fund revenues and the elastic revenue surpluses have generated sufficient cash for internal financing. The Sanitation Fund changed from being financed by property taxes to having approximately eighty percent of the revenue generated from user fees. The result is an almost ideal match of revenues and expenditures. Since 1985, only the Library Fund used short term financing. Due to strong financial management, this practice was ended in 2005.

CASH POLICY REVIEW

The first City Financial Task Force recommended that the City develop balances that would allow it to accomplish two objectives:

Reduce or eliminate the need to obtain short-term borrowing to cover operating expenses, and;

Offset fluctuations caused by yearly excesses (deficits) of revenues over expenditures.

The current cash balance policy is:

Assure adequate cash balances are available to meet the City's anticipated disbursements. Prior to budget deliberations, the Finance Department will annually develop cash flow analysis and

recommend cash balance goals at specific points in time to meet those disbursements.

For 1987, a minimum cash balance equal to 70% of those levies that support the General Fund is recommended to be in effect at the beginning of the City's fiscal year, January 1.

The Council policy for the use of above 70% excess funds is:

Those funds available in excess of the minimum cash balance may be reappropriated for other municipal purposes by the City Council. The use of these funds should be limited to non-recurring expenditures outside of the City's operating budget. Funds may also be used for abating taxes if the City Council so approves.

In the past, excess funds have been used for capital construction needs. Due to increasing cash flow requirements and decreasing surpluses, excess funds have not been available since 1989. 2008 cash flow demands will absorb all available funds.

CASH MANAGEMENT IN 2008

For 2008, no funds will require interim financing.

With General Fund levies increasing \$1.6 million in 2008 and \$1.9 million in 2007, cash needs have increased. The 70% cash test, with 27th payroll, has decreased, 61.8% in 2004, 58.4% in 2005, 57.1% in 2007, and 45.1% in 2008.

It is anticipated that excess funds, should they materialize during future years, will be used exclusively to maintain the cash policy percentage of 70%. Management of the necessary cash flow will be the primary concern in the next few years for the City as property tax caps and binding arbitration continue to affect City operations.

| <u>2008 ESTIMATED TAX ANTICIPATION NOTE ISSUES/INTERNAL BORROWING</u> | | |
|---|----------------------|-----------------------|
| <u>OPERATING FUND</u> | <u>AUTHORIZATION</u> | <u>ESTIMATED SALE</u> |
| General | \$27,130,000 | \$0 |
| Sanitation | 1,800,000 | 0 |
| Library | <u>5,770,000</u> | <u>0</u> |
| | \$34,700,000 | \$0 |

The City will continue to exert strong budget control and place importance on financial planning in 2008 in order to maintain and improve its cash position. The benefits of such efforts, the 2000 bond rating upgrading by Moody's from A2 to A1 and the financial savings that can be passed on to the taxpayers, are too great to not continue.