

MEMORANDUM

To: Subscribers to *State & Local Government Performance Management for Government*

From: Sheshunoff Information Services

Subject: Highlights

Enclosed is the 2007 update for your subscription to *State & Local Government Performance Management for Government*. This update contains a new chapter on cash management practices.

Cash flow management is critical to the financial liquidity and stability of any government agency or entity. Government managers should regularly examine the internal processes, procedures, and policies affecting this critical area to ensure that the most effective practices are being used. Periodic audits from outside entities will ensure accountability and compliance. Application of new technologies, information, and analysis will permit continuous improvement and efficiencies in each of these areas.

Effective cash management encompasses a wide array of financial processes, activities, and transactions. It begins with the budgeting and planning process and continues through to the way cash is handled and invested. New Chapter 29 recommends effective practices and procedures and contains useful checklists for each key phase of successful cash management, including:

- Cash flow forecasting
- Management of revenue
- Accounts receivable
- Check fraud protection
- Credit card payments
- Purchasing card programs
- Electronic data interchange

Performance Management for Government takes the elements that successful businesses have used to control costs and improve performance and services and applies them to government organizations. The author developed the tools and systems presented in this book through over 20 years' experience in successfully turning government and private organizations into cost-effective, efficient providers of necessary services.