CPIM

CENTER FOR PUBLIC INVESTMENT MANAGEMENT

A PROGRAM BROUGHT TO YOU BY:

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CASH MANAGEMENT 236

Collateralized Deposits

CPIM Academy 2014

Course Learning Objectives

- Understanding how to protect public deposits through collateralization
- Industry and regulatory changes impacting public funds
- Understanding oversight responsibility
- Collateral management practices
- Best practices
- Deposit and investment alternatives
- Reference materials

Purpose of Collateralization

- Collateralization is necessary to protect public funds and recover its ownership in certificate of deposits or deposit accounts in the event of a bank failure.
- Conditions that must be satisfied to be properly collateralized include:
  - Written, signed Collateral Agreement by both parties.
  - Must be in compliance with ORC and UCC Law.
  - Must have a perfected interest in collateral securities.
  - Must be able to sell collateral in the open market at a price to recoup your investment (does not apply to surety bonds or FHLB LOC).

The Best Place To Start

- Know Your Bank & Its Financial Strength
- Understanding What Is Important to Review
  1. Return on Assets
  2. Texas Ratio (measurement of asset quality and appropriate capital reserved to withstand credit losses)
  3. Loan to deposit ratio
  4. Tier-1 Risk Based Capital Ratio (FDIC requires >6% to be "well capitalized" higher is better)
  5. Short/Long Term Debt Ratings

Understanding Financial Ratios

Financial Ratios	Definitions
• Texas Ratio • CAMELS **C**apital Adequacy **A**sset Quality **M**anagement **E**arnings **L**iquidity **S**ensitivity	• Non-performing assets (non-performing loans + real estate owned)/sum of tangible common equity capital and loan loss reserves.

Protecting Public Deposits

ORC Requirements – 135.18

- The treasurer, before making the initial deposit in a public depository… shall require the institution designated as a public depository to pledge to the treasurer eligible securities of aggregate market value equal to the excess of the amount of public moneys to be at the time so deposited, over and above the portion or amount of such moneys as is at that time insured by the federal deposit insurance corporation or by any other agency or instrumentality of the federal government.

Protecting Public Deposits

- No bank shall receive or have on deposit at any one time public moneys, including public moneys as defined in section 135.31 of the Revised Code, in an aggregate amount in excess of 30% of its total assets, as shown in its latest report to the comptroller of the currency, the superintendent of financial institutions, the federal deposit insurance corporation, or the board of governors of the federal reserve system.

FDIC Insurance

- Federal deposit insurance is NOT determined on a per-account basis.
- All " time and savings deposits" and all "demand deposits" owned by a public entity in an insured in-state bank are added up together and insured up to $250,000.
- $250,000 applies to the face amount + accrued interest.

FDIC Insurance

- Covers money market demand accounts (MMAs) but does not cover money-market mutual funds or securities held by bank.
- A depositor cannot increase insurance coverage by placing deposits at different branches of the same bank or by dividing deposits into several different accounts at the same insured bank.
- When a bank fails, FDIC either transfers the insured depositor's account to another FDIC insured bank, or gives the insured depositor a check equal to their account balance after settlement through receivership.

FDIC Coverage – What Has Changed?

- Prior to October 14, 2008 FDIC coverage was $100,000.
- October 14, 2008 US Government enacted Temporary Liquidity Guarantee Program.
  - Transaction Account Guarantee Program (TAGP) – unlimited FDIC coverage of non-interest bearing transaction accounts.
  - Dodd-Frank Act replaced TAGP from December 31, 2010 – December 31, 2012. It was not renewed and FDIC returned to $250,000.
  - December 31, 2012, banks had to set aside sufficient collateral to secure the accounts of its government/public depositors whose deposits exceed $250,000.
- FDIC Premiums no longer charged on deposits – now assessed on a financial institution's average total consolidated assets minus the average tangible equity. May be called "Deposit Coverage Charge".

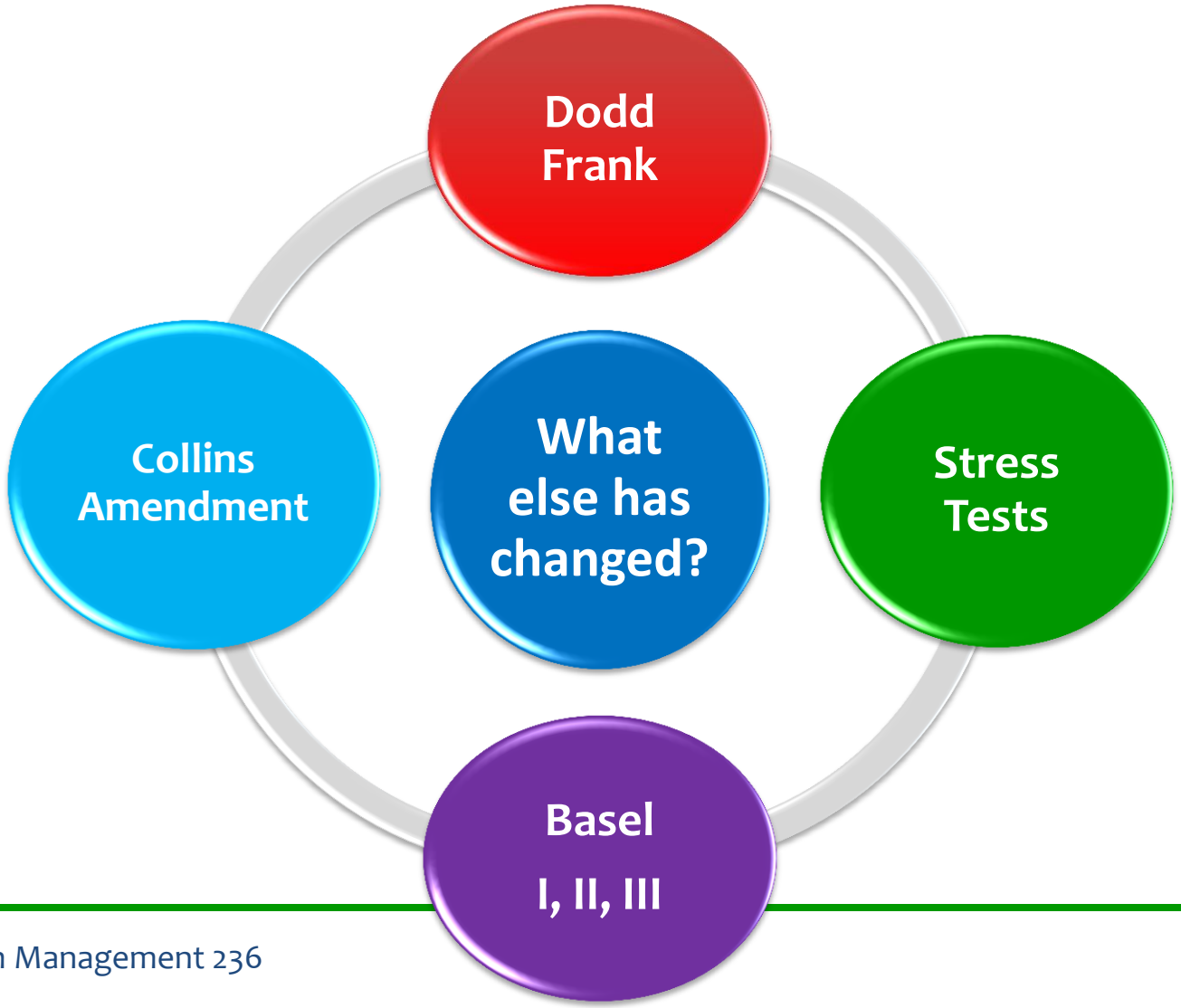
Ohio Bank Failures

- **Who** – Ohio has had few true Bank failures

Bank Name	City	ST	CERT #	Acquiring Institution	Closing Date	Updated Date
AmTrust Bank	Cleveland	OH	29776	New York Community Bank	4-Dec-09	5-Nov-12
Peoples Community Bank	West Chester	OH	32288	First Financial Bank, N.A.	31-Jul-09	20-Aug-12
Miami Valley Bank	Lakeview	OH	16848	The Citizens Banking Company	4-Oct-07	28-Aug-12
Oakwood Deposit Bank Co.	Oakwood	OH	8966	The State Bank & Trust Company	1-Feb-02	25-Oct-12
Malta National Bank	Malta	OH	6629	North Valley Bank	3-May-01	18-Nov-02

- **When** – In the recent history
- **What** – Fraud failures caused losses to political subdivisions; Losses on non-transferred "CDARS" accounts (though covered by FDIC)
- **Why** – Failure to take oversight responsibility

Industry & Regulatory Changes



Industry & Regulatory Changes

- Why would my bank **NOT** want my deposits?
  - Higher bank capital and liquidity requirements
  - Lack of eligible assets to be used as collateral
  - Significantly higher cost given low return on assets
  - Too deposit heavy with insufficient ability to lend given tightened lending regulations and policies

Image source: www.restaurantfunds.com

3 Methods of Collateralization

1. Specific Securities – Direct Pledge or Pooled
2. Letter of Credit – Direct Pledge or Pooled
3. Surety Bond
   - Licensed by the State of Ohio and authorized to issue in the State of Ohio

     (https://secured.insurance.ohio.gov/company/authlist.asp)
   - Qualified to provide surety bonds to the Federal Government

     (http://www.fms.treas.gov/c570/c570.html)

Types of Eligible Collateral – ORC 135.18 (B)

The following securities shall be eligible for the purposes of this section:

- (1) **Bonds, notes, or other obligations of the United States**
- (2) **Bonds, notes, debentures, LETTERS OF CREDIT, or other obligations or securities issued by any federal government agency or instrumentality**, or the export-import bank of Washington;
- (3) **Obligations of or fully insured or fully guaranteed by the United States or any federal government agency or instrumentality;**
- (4) Obligations **partially insured or partially guaranteed by any federal agency or instrumentality;**
- (5) **Obligations of or fully guaranteed by the federal national mortgage association, federal home loan mortgage corporation, federal farm credit bank, or** student **loan marketing association;**
- (6) **Bonds and other obligations of this state;**
- (7) **Bonds and other obligations of any county, township, school district, municipal corporation, or other legally constituted taxing subdivision of this state;**
- (8) **Bonds of other states of the United States which have not during the ten years** immediately preceding the time of such deposit **defaulted in payments** of either interest or principal on any of their bonds;
- (9) Shares of **no-load money market mutual funds consisting exclusively of obligations described in division (B)(1) or** (2) of this section and **repurchase agreements secured by such obligations;**
- (10) A **surety bond issued by a corporate surety licensed by the state and authorized to issue surety bonds in this state** pursuant to Chapter 3929. of the Revised Code, and qualified to provide surety bonds to the federal government pursuant to 96 Stat. 1047 (1982), 31 U.S.C.A. 9304;
- (11) Bonds or other obligations of any county, municipal corporation, or other legally constituted taxing subdivision of another state of the United States, or of any instrumentality of such county, municipal corporation, or other taxing subdivision, for which the full faith and credit of the issuer is pledged and, at the time of purchase of the bonds or other obligations, rated in one of the two highest categories by at least one nationally recognized standard rating service.

Pooled Collateral – ORC 135.181(B)

In lieu of the pledging requirements prescribed in sections 135.18 and 135.37 of the Revised Code, an institution designated as a public depository ***at its option*** may **pledge a single pool of eligible securities to secure the repayment of all public moneys deposited** in the institution and not otherwise secured pursuant to law, provided that at all times the total market value of the securities so pledged is **at least equal to 105% of the total amount of all public deposits to be secured** by the pooled securities that are not covered by any federal deposit insurance. Each institution shall carry in its accounting records at all times a general ledger or other appropriate account of the total amount of all public deposits to be secured by the pool, as determined at the opening of business each day, and the total market value of securities pledged to secure such deposits.

Pooled Collateral – ORC 135.181(B)

- The state and each subdivision shall have an ***undivided security interest*** in the pool of securities pledged by a public depository in the proportion that the total amount of the state's and/or subdivision's public moneys secured by the pool bears to the total amount of public deposits so secured.

Collateral Safekeeping

Who Holds Collateral?

- An institution designated as a public depository shall **designate a qualified trustee and deposit** with the trustee for safekeeping the eligible securities pledged pursuant to division (B) of this section. The institution shall give written notice of the qualified trustee to any treasurer or treasurers depositing public moneys for which such securities are pledged. The treasurer shall accept the written receipt of the trustee describing the pool of securities so deposited by the depository, a copy of which also shall be delivered to the depository.

Collateral Safekeeping – Perfecting a Security Interest

Should I perfect my security interest in securities pledged as collateral?*

- Yes. "Perfecting a security interest" in securities pledged as collateral is important because it elevates a subdivision from a general, unsecured creditor to a ***secured party*** in the event of a failure of a public depository.
- A security interest must be perfected in pledged securities whether the collateral is pledged through a direct pledge or a pool.

(*)This should not be construed as legal advice. Please consult with legal counsel for any issue relating to the perfection of a security interest.

Collateral Safekeeping – Perfecting a Security Interest

*How Do I Perfect My Security Interest in Securities Pledged as Collateral?**

- Best practice for perfecting a security interest is to execute: (1) a written depository agreement, (2) a written security agreement , and (3) a written trustee agreement.
- The security agreement must state that the subdivision has a security interest in the pool of securities pledged by the public depository.
- It is your job to ensure that the these agreements are approved by, and recorded in the minutes of, the meeting of the board of directors or loan committee of the public depository.

(*)This information should not be construed as legal advice. Please consult with legal counsel for any issued relating to the perfection of a security interest.

Collateral Safekeeping – Perfecting a Security Interest

*How Else Do I Perfect My Security Interest in Securities Pledged as Collateral?**

- A security interest in securities pledged as collateral is not perfected unless the subdivision has "control" over the securities pledged.
- "Control" is easier to demonstrate for securities pledged as a single pledge than it is for securities pledged to a pool.
- The Ohio Attorney General (Opinion No. 2009-036) has stated that it cannot give a definitive guidance on whether the FDIC and/or a court of law would recognize a perfected security interest in a pool of securities pledged as collateral.

(*)This should not be construed as legal advice. Please consult with legal counsel for any Issue relating to the perfection of a security interest.

Collateral Differentiation

- Which type of collateral is better and why?
- Cost of collateral?
  - Currently most institutions do not charge for collateral, although they are permitted to do so…

Image courtesy of jscreationzs/FreeDigitalPhotos.net

Collateralization Issues

- Price depreciation of certain asset classes.
- Callable securities have been called (redeemed) but still appear on schedule of pledges securities. Result is you are ***non-collateralized***.
- Formerly AA-rated muni's have been downgraded to "A" or "AA" status.
- Financial Institutions value pooled collateral deposits and pledged securities at the opening of each day – FDIC closes banks at the end of the day leaving potential shortfall.

Required Depository Agreements

Frequency of Agreements

- State: 2 years
- County: 4 years
- All Other Subdivisions: 5 years

Sample Depository Agreements

- There is no "true" standard.
- Original was prescribed by *The Bureau of Inspection & Supervision of Public Offices*: Prescribed Form No. 350 (7-69) and Prescribed Form No. 353 (Rev 7/93)

How many eligible depositories are allowed?
As many as you want – keep your options open.

Collateral Reporting

- Content of Collateral Reports
  - **Sample Collateral Reports from Banks**
    - Include total deposits, securities listing, market value
  - **Sample 3rd Party Trustee Reports**
- Frequency of Reporting to Public Depository
  - Minimum required quarterly, should be monthly
  - Whenever you want to make a special request
- Frequency of Calculations & Pledging
  - Continuous pledging
  - Market value $\geq$ (Public Fund Deposits + Accrued Interest) * 105%
  - Daily mark to market of the assets
  - 24 business hours to cover collateral shortfalls

Image courtesy of sheelamohan/FreeDigitalPhotos.net

Collateral Questions?

- How can I be sure all of my accounts are being collateralized and included in reporting?
- How can I verify the validity of the pledged securities?
- What if my deposits are under collateralized?
- What if my bank can not collateralize my deposits?
- How can I ensure my security interest in the pledged collateral is perfected?

Collateral Management

- How to manage specific security collateral change requests?
- How to manage large swings in deposits?
- What happens when public funds mangers change?

Who Is Responsible for What?

- What state oversight/support is provided?
  - It is the requirement of the treasurer to ensure collateral sufficiency and proper monitoring at all times.
  - Questions can be directed to the State Auditor or Treasurer.
- What are the public funds manager's oversight requirements?
  - It is the requirement of the treasurer and the depository to ensure collateral sufficiency at all times.
  - It is the requirement of the treasurer to ensure proper prudent risk control monitoring program is in place.

How Do I Collect Collateral?

- If a bank failure occurs, how do I collect collateral if I have…

Deposit & Investment Alternatives

- What are eligible investments?
- What training is **required** to utilize eligible investments?
  - Potential investment policy changes needed.
  - Potential legislative changes needed.
- Creative alternatives? Compare risk/rate/return
  - Impacts on returns due to regulatory, product and collateral changes.
  - Bundled verses unbundled service bids to leverage relationships and opportunities.

Summary

- You cannot put your collateralization process on “auto pilot”, you must monitor it.
- Proper collateralization, along with diversification of your portfolio, is your best protection in a worse case scenario.
- Allow for multiple depository agreements.
- Economy is not out of the woods yet.
- Continue to “play it safe”.
- Ask yourself – are you prepared for the worse case scenario?

References & Samples

- Please see the last page of your hand-out for resources on:
  - Eligible Depository Institutions
  - FDIC – Is my Bank insured?
  - FDIC Bank Info Site
  - Federal Reserve Bank (of Boston, Cleveland) Details
  - FHLB Ratings
  - GFOA Best Practices
  - Ohio Revised Code Online
- …as well as for where to obtain sample agreements

Conclusion

- Questions?

Thank You

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