

# Putting Ideas into Action: Using Ohio's Treasury to Invest in Ohioans

---

**KEVIN L. BOYCE**  
OHIO TREASURER OF STATE



“Education is for improving the lives of others and for leaving your community and world better than you found it.”  
~ Marian Wright Edelman

## QUALITY FINANCIAL EDUCATION FOR OHIO’S CITIZENS

---

**KEVIN L. BOYCE**  
OHIO TREASURER OF STATE



# Smart Money Choices Conference Tour

Smart Money Choices is an educational series that consists of free financial programs, workshops and conferences designed specifically for various Ohio communities.

- 2009 programming includes 13 regional personal finance conferences, reaching a broad spectrum of Ohioans.
- Built on the foundation of Women and Money with **25,972** people served since 2000.

---

**KEVIN L. BOYCE**  
OHIO TREASURER OF STATE



# Smart Money Choices Conferences

## 2009 Focused Financial Education

- The Changing Middle Class
- From Hard Times to Hope
- Fiscally Fit Fathers: Men Behaving Dadly
- Nuestro Dinero
- Honoring the Honorable
- Fruitful Finances for Farmers



---

**KEVIN L. BOYCE**  
OHIO TREASURER OF STATE



# Center for Public Investment Management

## *Per ORC 321.46 and 135.22 (originally passed 1994)*

- Ohio's Center for Public Investment Management (CPIM) provides vital continuing education/training for public fund investment officials to stay abreast of issues critical to protecting public funds.
- Ohio Treasurer and statutory clients (county, municipal and school treasurers and fiscal officers of various other government subdivisions) work together to rebuild and collectively earn the trust of the citizens of Ohio through education and best practices.
- The Ohio Treasury is working to broaden the audience and scope for CPIM training.
- Our goal is assure Ohioans of the high-quality financial professionals they demand and deserve through:
  - ✓ Online courses
  - ✓ Several conferences each year
  - ✓ Computer labs

---

**KEVIN L. BOYCE**  
OHIO TREASURER OF STATE



# Center for Public Investment Management

- Each year, hundreds of public fund investors receive up-to-the-minute training by recognized industry professionals.
- Public fund investors may also earn CPIM credit through courses offered by related Ohio professional associations which are accredited by CPIM.
- The Ohio Treasury administers the CPIM program.
- The Ohio Auditor of State is responsible for enforcement of the statutes.
- Statutory clients remit a fee of \$100 per calendar year to the Ohio Treasury for CPIM certification.
- Public fund investors whose investments do not include those named in the statutes may submit an exemption form, approved by the Ohio Treasury.

---

**KEVIN L. BOYCE**  
OHIO TREASURER OF STATE



# Economic Development



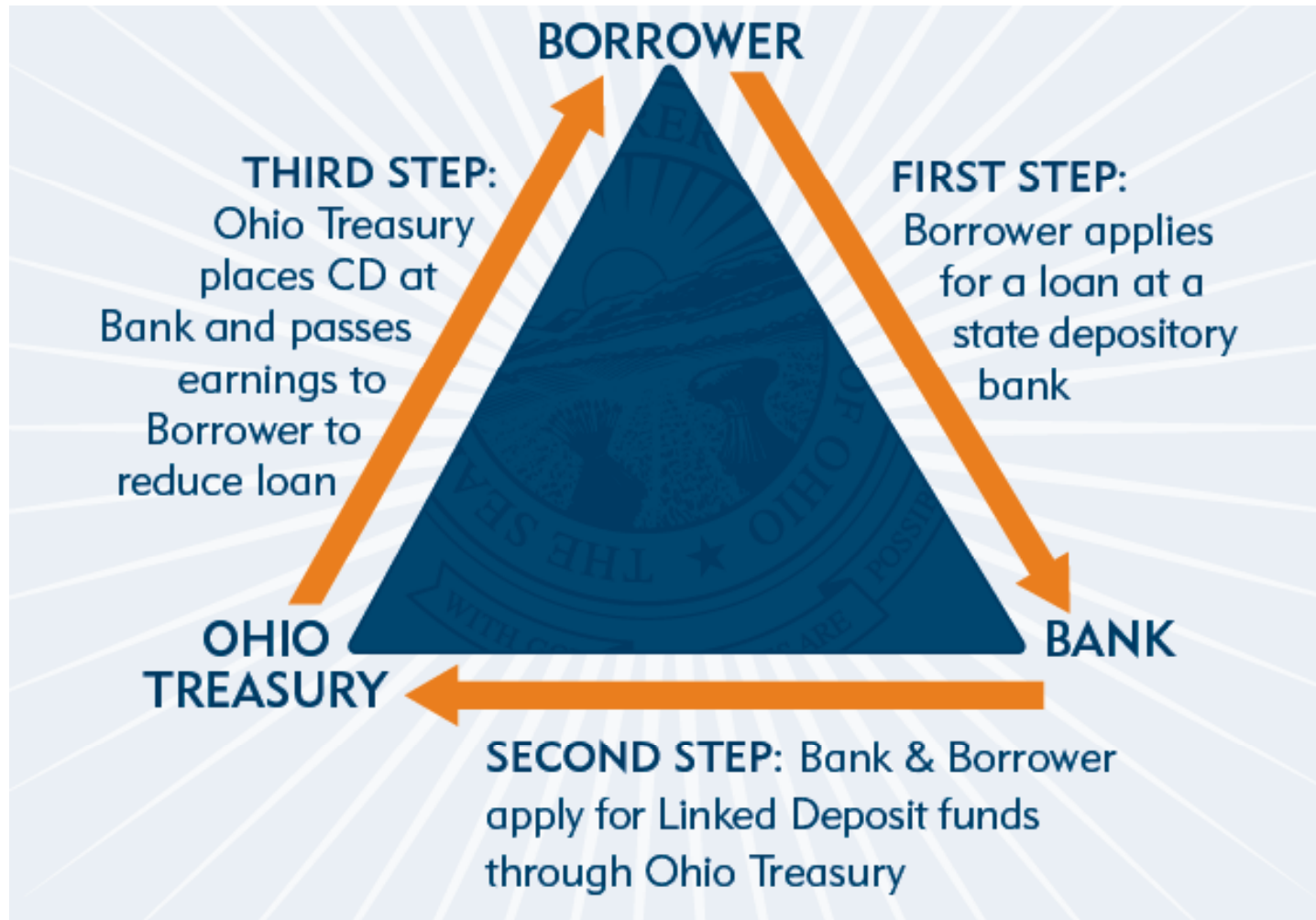
- The Ohio Treasury invests up to 12% or \$800 million of the state's portfolio in special programs to help Ohioans
- Certificates of deposits are purchased with qualifying banks at reduced rates on behalf of program participants
- Interest from CDs are passed on to the borrowers in the form of rate reductions on loans
- The Treasury never directly loans or loses money but rather earns a lower interest rate which is transferred to borrowers

---

**KEVIN L. BOYCE**  
OHIO TREASURER OF STATE



# Link Deposit Process



---

**KEVIN L. BOYCE**  
OHIO TREASURER OF STATE





The Ohio Treasury annually allocates \$125 million to provide reduced rate financing for Ohio farmers:

- Farmers receive up to a 4% interest rate reduction on loans with a maximum **\$100,000**
- This year, the program received more than 1,790 applications and will help **1,563** farmers save **\$1.1 million** in interest expenses
- Since inception, over **28,000** applicants have been approved totaling **\$1.9 billion** in funding



---

**KEVIN L. BOYCE**  
OHIO TREASURER OF STATE





GrowNOW is a continuous linked deposit program that provides reduced rate financing for Ohio's small businesses that are saving or creating jobs

- For each job that a small business saves or creates, \$50,000 of its loan is eligible to receive a 3% interest rate reduction
- GrowNOW has funded over **\$102 million** and impacted **4,185** Ohio jobs this year and \$407 million and 18,100 jobs in the last two years

A PATH TO MORE  
AFFORDABLE SMALL  
BUSINESS BORROWING



---

**KEVIN L. BOYCE**  
OHIO TREASURER OF STATE





# Economic Impact

- An average loan size of \$197,589 would yield \$1,838 annually in the market
- GrowNOW loans generate \$25,839 or 13 times the current market yield for Ohio's economy

|            | <b>Jobs Impacted</b> | <b>Avg. Salary</b> | <b>Total Salary</b> | <b>State Revenue*</b> |
|------------|----------------------|--------------------|---------------------|-----------------------|
| Direct     | 7.91                 | \$34,362           | \$271,803           | \$9,570               |
| Indirect** | 13.45                | \$34,362           | \$462,066           | \$16,269              |
|            | <b>21.36</b>         | <b>\$34,362</b>    | <b>\$733,869</b>    | <b>\$25,839</b>       |

\*Assumes a 3.52% state income tax rate

\*\*Based on a 1.7 economic job creation multiplier as defined by the Economic Policy Institute

**KEVIN L. BOYCE**  
OHIO TREASURER OF STATE



# save **NOW**

SaveNOW is designed to encourage Ohioans to create financial stability through saving and financial literacy

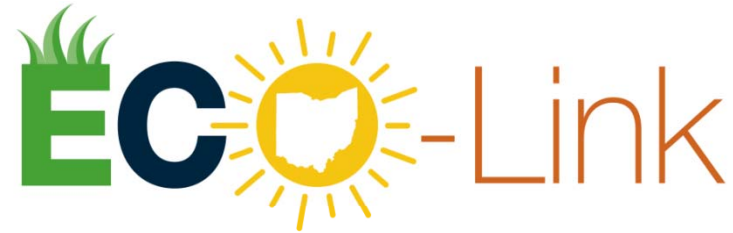
- Participants receive three newsletters educating them on personal finance and the importance of saving
- Upon completion of the program and a survey assessment, they receive a one time **3.25%** bonus on their annual savings account
- \$50 million has been initially allocated to this program and in its first 6 months **more than 5000** people have become a part of SaveNOW



---

**KEVIN L. BOYCE**  
OHIO TREASURER OF STATE





The Energy Conservation for Ohioans program is the Treasury's newest initiative

- ECO-Link provides an incentive for homeowners completing energy efficient projects in their home
- Homeowners receive a 3% interest rate reduction on qualifying loans for five years when completing these “green” projects
- \$50 million has been allocated to the initiation of the ECO-Link program



---

**KEVIN L. BOYCE**  
OHIO TREASURER OF STATE

