

Financial Performance Measures

Cash Management

▪ **Payment Performance** – In fiscal year 1999, GPO continued its strong payment performance by paying contractors within the discount period when it was to the government's advantage. GPO's total purchased printing expense for fiscal year 1999 was \$473 million after deducting prompt payment discounts of \$6.7 million. The resultant 1.4 percent of discounts taken to net purchased printing met the 1.4 percent goal set for the year. Our goal for fiscal year 2000 remains at 1.4 percent.

Discounts lost increased to \$250,000 in fiscal year 1999 from \$186,000 in fiscal year 1998. The percentages of discounts lost to discounts offered were 3.6 percent and 2.7 percent in fiscal years 1999 and 1998, respectively. We did not achieve our goal set for fiscal year 1999, which was a maximum of 2.5 percent. Our goal for fiscal year 2000 remains at 2.5 percent.

▪ **Electronic Payments** – The use of electronic funds transfer (EFT) payments results in savings for GPO and the Department of the Treasury because paper checks do not have to be produced and processed. In 1999, approximately 30,100 monthly payments, or 95 percent, of all GPO payments were made by EFT, compared with 23,600 monthly payments, or 88 percent of all payments in fiscal year 1998. Therefore, our goal for fiscal year 1999, which was to increase the percentage of EFT payments of total payments, was met. Our goal for fiscal year 2000 is to continue increasing EFT payments.

Debt Management

▪ **Federal Receivables** – In fiscal year 1999, GPO billed Federal agencies \$666.4 million for printing and binding services. Of this amount, \$435.7 million, or 65.4 percent, was collected using the Department of the Treasury's On-Line Payment and Collection (OPAC) system. This is a significant increase from fiscal year 1998, when 55.9 percent of GPO collections were through OPAC.

The increase in GPO collections made via OPAC is the result of two agreements between GPO and the Department of Defense (DoD) in fiscal year 1999. From March 1998 to May 1999, credit cards were used for billing the Pentagon's Defense Automated Printing Service (DAPS) offices; however, this was too expensive for both DAPS and GPO. Beginning in May, DoD's DAPS and Defense Finance Accounting Service (DFAS) in Charleston, SC, agreed to use Treasury's OPAC system for billing and collecting for all DAPS offices. Also, DAPS-Indianapolis agreed to begin using OPAC to pay GPO for Army invoices.

In fiscal year 1999, GPO's average monthly receivables more than 90 days overdue were \$14.0 million, or 52.0 percent of the monthly average of outstanding receivables. The DoD's account at GPO, with an average monthly balance more than 90 days overdue of \$13.1 million, or 80.0 percent of all of GPO's delinquent receivables, was GPO's largest delinquent account. At the end of fiscal year 1999, DoD owed GPO \$966,000 for billed, completed work that was between 31 and 60 days overdue, \$166,000 that was between 61 and 90 days overdue, and \$9.2 million that was more than 90 days overdue.