



Investment Advisory Services

Columbus, WI

About Ehlers Investments

- Oversee more than \$3.2 billion Assets Under Management
- Serve 350+ clients in 650+ separately managed accounts (including general funds, tax-exempt & taxable bond proceeds)
- Provide arbitrage consulting services to 420+ clients with more than 1,750 issues under current monitoring
- Focused on client-centric fixed income solutions

**Bond Proceeds
& Arbitrage
Rebate
Management**

**Investable
Cash Assets**

**Banking
Services
Evaluations &
RFPs**

Part of a Fully-Integrated Service Platform



Our Approach

1



ANALYSIS & DEVELOPMENT

Review current portfolios & policies

Complete credit analysis

Develop cash flow forecast

Draft new policies to align with community goals

Create investment strategies supporting cash flow needs

2



IMPLEMENTATION

Build investment portfolio based on approved policy & analysis

Monitor portfolio performance

Rebalance & adjust asset mix (as needed)

Deliver monthly performance & benchmark reporting

3



COMPLIANCE

Examine & adjust portfolio characteristics to maintain IRS, state statute & internal policy compliance

Collaborate with Ehlers' Arbitrage Consultants to:

- Develop Arbitrage strategy

- Complete necessary reporting

- Conduct rebate analysis

General Investing Strategy



We partner with clients to tailor effective strategies that seeks to maximize interest income based on risk parameters.

Delivering Client Value

Time savings for
highest & best use
of staff time

Service continuity
through
collaboration with
your MA team

Easy to use
reporting tools &
generation

Best price
execution on all
transactions

Fiduciary
relationship

Cash flow
forecasting &
planning

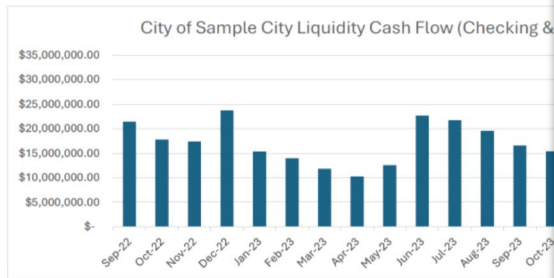
Robust Reporting & Analysis

CITY OF SAMPLE CITY - Liquidity Analysis

The following chart reflects the City's liquid funds over a 22-month period. As of June 2024, the City's liquid funds were \$15,000,000.00. This data excluded any balances in the City's funds that have defined timelines and spend down requirements associated with them.

Key highlights from the City's liquidity analysis include:

- Largest net outflow of liquid funds for any month was \$9.5 million in January 2023.
- Lowest combined liquid fund balance for any month in the 22-month period was \$10,000,000.00 in February 2023.
- Lowest combined liquid fund balance for the past 12-month period was \$10,000,000.00 in February 2023.
- There is seasonality with the City's funds with June and December marking the high points and November marking the low points.



*Source: Checking & 4M Fund Statements dated September 2022 - June 2024

Holdings Report

Account: Sample Account

Period: 12/31/2024



Allocation Overview



	Market Value	Allocation
Money Market-Taxable	\$10,596.95	0.03 %
Agency Bond	\$13,642,570.00	35.92 %
CD	\$2,960,471.5	7.79 %
Municipal Bond	\$12,384,781.13	32.81 %
Treasury Bond	\$8,980,316.42	23.65 %
Total:	\$37,978,681.65	100.00 %

Maturity Period



Aligned with Your Portfolio Objectives



Safety

Preservation of Principal

Risk Mitigation

Diversification



Liquidity

Core vs Liquid Funds



Yield

Fixed Rate vs Variable Rate

Buy and Hold

Proposed Portfolio



Optimize cash strategy to build predictable, long-term income for budgeting across funds

Policy Review

Revise best pricing process & benchmarking standards to reflect investment advisory relationship



Build fund specific parameters & strategy, as needed, to ensure compliance with fund balance minimums & cash flow requirements



Comprehensive reporting options for all investable funds with monthly cash flows, streamlined process for month-end accounting entries; Secure online tool with customizable access rights by role or responsibility

Sample Portfolio – General, Sewer, & Water

\$3.5M Average Balance

Term: 60 Months

Maturity Frequency: 6 Months

Estimated Income: \$660,280

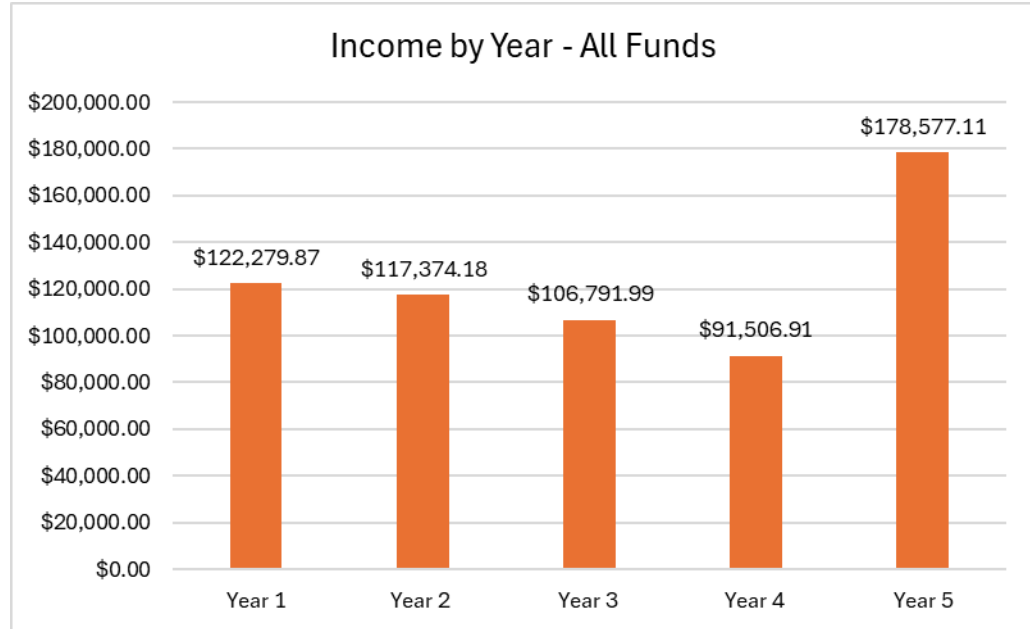
Estimated Fees: \$43,750

Estimated Net Income: \$616,530

Estimated Average Yield: 3.57%

Estimated Avg Annual Income
Net of Fees:

\$123,300



Income estimates based upon currently available treasury yields as of 4/21/26. Actual income and fees based upon actual pace of reinvestments, draws, additions, or yields currently available during investment period.

Sample Portfolio – 2026A Debt Proceeds

\$5.2M

Term: 12 Months

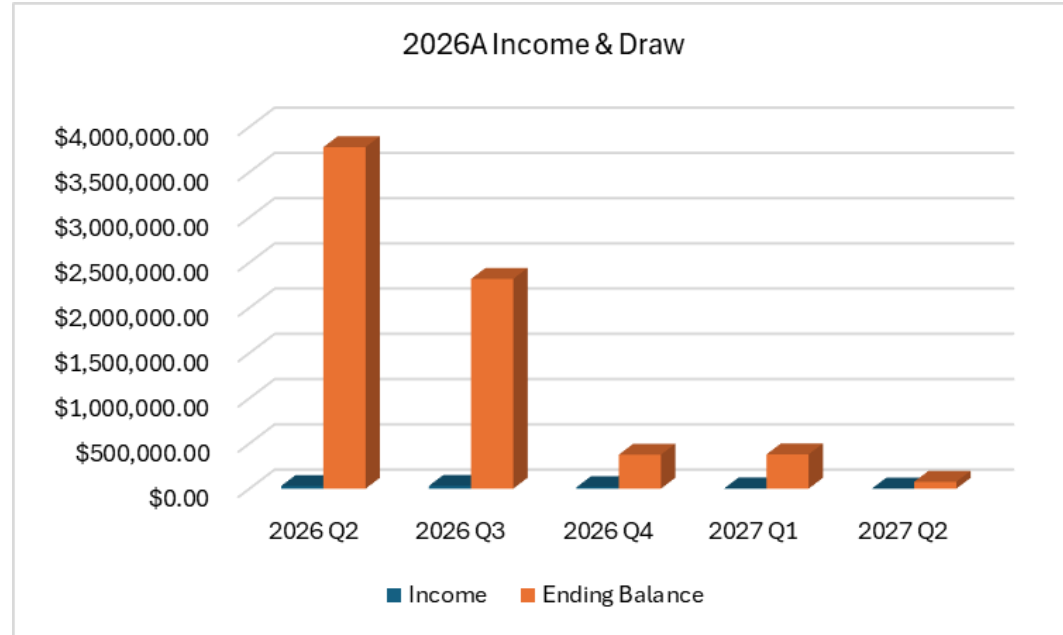
Maturity Frequency: Matched to draw

Estimated Income: \$81,055

Estimated Fees: \$4,947

Estimated Net Income: \$76,109

Estimated Average Yield: 3.72%



Income estimates based upon currently available treasury yields as of 4/1/26. Actual income and fees based upon actual pace of reinvestments, draws, additions, or yields currently available during investment period.

Sample Portfolio – 2026B Debt Proceeds

\$5.8M

Term: 12 Months

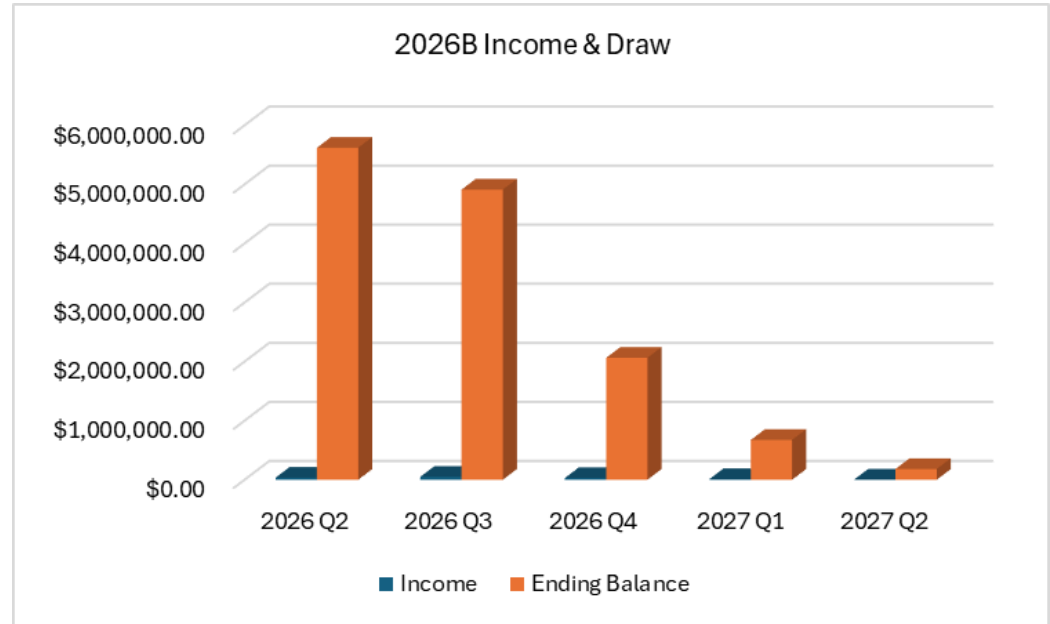
Maturity Frequency: Matched to draw

Estimated Income: \$123,468

Estimated Fees: \$7,624

Estimated Net Income: \$115,844

Estimated Average Yield: 3.72%



Income estimates based upon currently available treasury yields as of 4/1/26. Actual income and fees based upon actual pace of reinvestments, draws, additions, or yields currently available during investment period.

Ehlers' Investment Fees

- Transparent fees based on average monthly assets under management
 - ✓ Includes all finance committee or council meetings & travel expenses
 - ✓ Includes cash flow forecasting and strategy planning
 - ✓ All terms memorialized in Investment Advisory Agreement
 - ✓ Can establish flat fee structures for specific scopes of work
- We charge NO other management, check writing, ACH or wire fees. And No investment mark-ups

**Investment advisory fee:
Approximately .25% annually**



Important Disclosure

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Where an activity requires registration as a municipal advisor pursuant to Section 15B of the Exchange Act of 1934 (Financial Management Planning and Debt Issuance & Management), such activity is or will be performed by EA; where an activity requires registration as an investment adviser pursuant to the Investment Advisers Act of 1940 (Investments and Treasury Management), such activity is or will be performed by EIP; and where an activity requires licensing as a bank pursuant to applicable state law (paying agent services shown under Debt Issuance & Management), such activity is or will be performed by BTS. Activities not requiring registration may be performed by any Affiliate.

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