



Investment Advisory Services

Village of Ridgeway

Fully Integrated Services



Paying Agent Services

Why Ehlers Investments?

Public sector focus

- Only serve local governments, public agencies & special authorities
- Unique insight into best practices

Fiercely independent

- Fiduciary responsibility to you alone
- Prioritized principles: safety, liquidity, yield

Fee only pricing

- Transparent AUM fee structure
- Hourly or flat-rate fees for other services

Fully integrated services

- Clients rely on a cohesive team to navigate all facets of public finance
- Tailored investment solutions

Delivering Client Value

Time savings for
highest & best use
of staff time

Service continuity
with Ehlers'
Municipal Advisor
& your team

Easy to use
reporting tools &
generation

Best price
execution on all
transactions

Fiduciary
relationship

Cash flow
forecasting &
planning

Our Process

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

Robust Reporting & Analysis

- Reports customized for each client preference or account type- board oversight
- Monthly investment cash flow to track upcoming maturities and income projections
- Monthly reporting for accounting entry or annual audit
- Arbitrage specific reporting tailored to track spend-down and yield for bond proceeds accounts



Risk Summary - Fixed Income

01/01/2021 - 03/31/2021

Sample Client

Dated: 06/01/2021

Exposure - Security Type

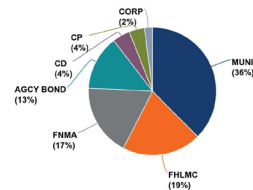
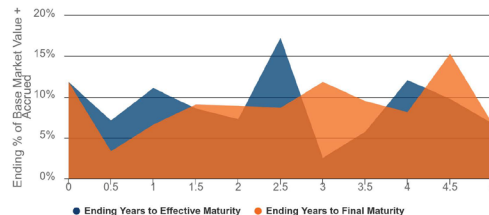


Chart calculated by: Ending Market Value + Accrued

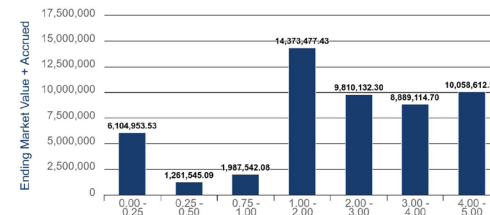
Credit Quality Heat Map

Rating	0 - 1	1 - 2	2 - 3	3 - 4	4 - 5	5 - 7	7 - 10	10 - 15	15 - 30
AAA	0.00%	1.913%	1.998%	0.751%	0.885%	0.000%	0.000%	0.000%	0.000%
AA	12.650%	22.137%	14.644%	15.945%	13.859%	0.000%	0.000%	0.000%	0.000%
A	5.298%	1.528%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
BBB	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
BB	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
B	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
CCC	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
CC	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
C	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
NA	1.039%	11.418%	1.789%	0.000%	0.001%	0.000%	0.000%	0.000%	0.000%

Time to Maturity



Exposure - Duration



Competitive Pricing & In-Depth Market Analysis

Market Rate Comparison as of 03/08/2023

	Taxable Municipal Debt Obligations	Tax-Exempt Municipal Debt Obligations	US Agency	US Treasury	National CD Markets	DMB Bank (Deforest)
30 Day	N/A	3.35	N/A	4.65	4.68	N/A
60 Day	N/A	3.29	4.78	4.78	4.75	N/A
90 Day	5.00	3.07	4.87	4.98	4.90	4.20
6 Month	5.20	3.41	5.29	5.26	5.10	4.60
12 Month	5.23	3.52	5.45	5.36	5.25	4.80
24 Month	5.50	3.72	5.23	5.10	5.25	N/A

National Market rates obtained through ICE Data Systems & Bloomberg

Market rates, including local bank rates, subject to change and availability.

Municipal debt obligations, US Agency, and US Treasury rates based highest rates currently available on highly rated issuers.

CD Rates quoted reflective of banks and credit unions participating in FDIC or NCUA insurance coverage limits up to \$250,000,

Proposed Portfolio & Reporting Solution

- Consolidation of investments on single reporting platform where possible-
One Monthly report available in uploadable XML format for efficient accounting
- Invest a portion of cash or cash-like holdings to create predictable income stream for budget
- Ehlers is a resource for investment guidance and expertise- acts as an extension of your team

Proposed Portfolio

General Fund \$400,000**\$12-18,000**

Quarterly maturities with a 3 year weighted average maturity

Sewer Fund DNR Repl \$80,000**\$2-3,000**

Quarterly maturities with a 3 year weighted average maturity

Water Fund \$100,000**\$3-4,000**

Quarterly maturities with a 3 year weighted average maturity

RD Sewer Repl Fund \$30,000**\$800**

Annual maturity, 1 year average maturity

2018 SDWL DS \$19,000**\$500**

Annual maturity, 1 year average maturity

\$20,300- \$26,300

Est Annual Income: \$20,300-\$26,300

Est Annual Fees: \$1,500

Net Income: \$18,800- \$24,800

All income projections based upon laddered reinvestment strategy with periodic maturities. Projected income based on currently available investment yields, subject to change and availability- dependent upon investment rates available at time of execution as well.

Income projections could increase or decrease, depending on the pace of actual expenditures or reinvestments. Fee estimate based upon an average monthly balance of \$629,000.

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
- Approximately \$1,500 annually based upon AUM average daily balances
(approximately \$125 per month)

Next Steps

- Approve engagement of Ehlers Investment Partners as Advisor
- Establish custodial account for safekeeping of investments
- Execute on investment plan
 - ✓ Periodic liquidity to meet operational cash flows
 - ✓ Strategy based upon current market conditions, outlook, and cash flow projections



WI Statute 66.0603

PERMISSIBLE INVESTMENTS

WI Statute 66.0603 Summary

- Securities issued or guaranteed by federal government, its commission, board or other instrumentality “Treasuries” or “Agencies”
- Time deposits (Certificate of Deposit)
- Money Markets
- Municipal Bonds/Notes of Wisconsin municipalities
- All other securities must
 - ✓ Mature no more than 7 years from acquisition
 - ✓ Carry highest or second highest credit rating
- Securities of an open-end management investment company or investment trust if:
 - ✓ They are registered
 - ✓ Does not charge sales load
 - ✓ Invested in securities issued or guaranteed US government, commission, board or other instrumentality
- Repurchase Agreements
 - ✓ Must be collateralized by securities issued or guaranteed US government, commission, board or other instrumentality
- Local government pooled-investment fund

Important Disclosures

Ehlers is the joint marketing name of the following affiliated businesses (collectively, the “Affiliates”): Ehlers & Associates, Inc. (“EA”), a municipal advisor registered with the Municipal Securities Rulemaking Board (“MSRB”) and the Securities and Exchange Commission (“SEC”); Ehlers Investment Partners, LLC (“EIP”), an SEC registered investment adviser; and Bond Trust Services Corporation (“BTS”), a holder of a limited banking charter issued by the State of Minnesota.

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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