

Monthly Investment & Cash Flows Report

March 2022



CITY OF SEDONA

April 12, 2022

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Executive Summary

The fair market value of the City's **total cash and investments as of March 31, 2022 is \$72.1 million**, representing a **decrease of approximately \$1.6 million (-2%) for the month**. The **average yield exceeds the City's benchmark by 267%** as a result of a decision made by the Arizona State Treasurer's Office to increase liquidity in anticipation of local government drawdowns during the financial crisis caused by the COVID-19 closures as well as drops in interest rates; however, they recently resumed their typically investment strategy and are starting to see yields increase.

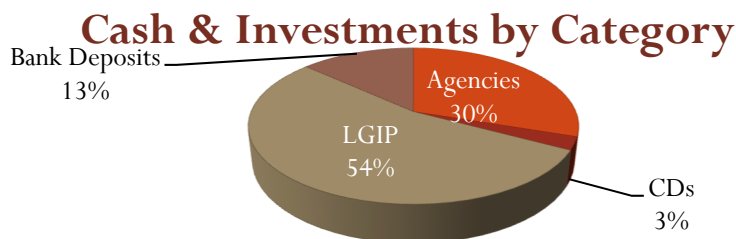
February 2022 cash and investments are \$72.1M.
Average yield exceeds benchmark by 267%.

March 2022 Cash & Investments Summary	
Total Cash & Investments	\$72,140,694
Average Yield	0.881%
Benchmark ¹	0.240%
Average Duration	1.3 years

The **average duration is 1.3 years**. The current goal is to maintain as much liquidity as possible for significant financial needs, as well as limiting investment purchases to those with a sufficient return to justify tying up funds for terms of 3-5 years.

Investments Held

The City has invested in U.S. government agency securities, certificates of deposit (CDs), and Local Government Investment Pools (LGIP) offered by the Arizona State Treasurer's Office, in addition to balances maintained in checking accounts.²



¹ The City's investment policy defines the benchmark as the yield for the Arizona State Treasurer's Office's Local Government Investment Pool (LGIP) 5. The adopted investment policy is available at <https://www.sedonaaz.gov/your-government/departments/financial-services/financial-policies>.

² All investments are allowable under Arizona Revised Statutes and the City's investment policy.

Investments Transactions

Net transactions for March 2022 resulted in a decrease of the City's cash and investments of approximately \$1.0 million. The decrease was largely the result of lower cash receipts and higher cash disbursements for the month. See the Cash Flows section for further discussion.

Cash Flows

Cash basis receipts for March 2022 were approximately \$519,000 less than the prior month while cash basis disbursements were approximately \$684,000 more than the prior month. Changes for March 2022 compared to the prior month include:

- Receipts:
 - Cash basis sales and bed tax receipts for March 2022 were approximately \$516,000 (-13%) less than the prior month. For further discussion, please see the following Cash Basis Sales & Bed Tax Receipts section.
 - Cash basis wastewater monthly receipts for March 2022 were approximately \$6,000 (-1%) less than the prior month.
 - Cash basis state shared revenue receipts for March 2022 were approximately \$13,000 (5%) more than the prior month due to an increase in state shared sales taxes receipts.
- Disbursements:
 - Capital improvement costs for March 2022 were approximately \$591,000 (53%) more than the prior month primarily due to costs for the Posse Grounds parking improvements and Soldiers Pass shared-use path and land acquisitions for the Forest Road extension projects.
 - The February automatic payment for the City's purchasing card program of approximately \$157,000 was processed in March.

Cash basis sales and bed tax receipts were approximately \$516,000 less than the prior month.

Cash Basis Sales & Bed Tax Receipts

Cash basis sales and bed tax receipts for March 2022 were 18% less than the prior month and 34% less than the same month last year.

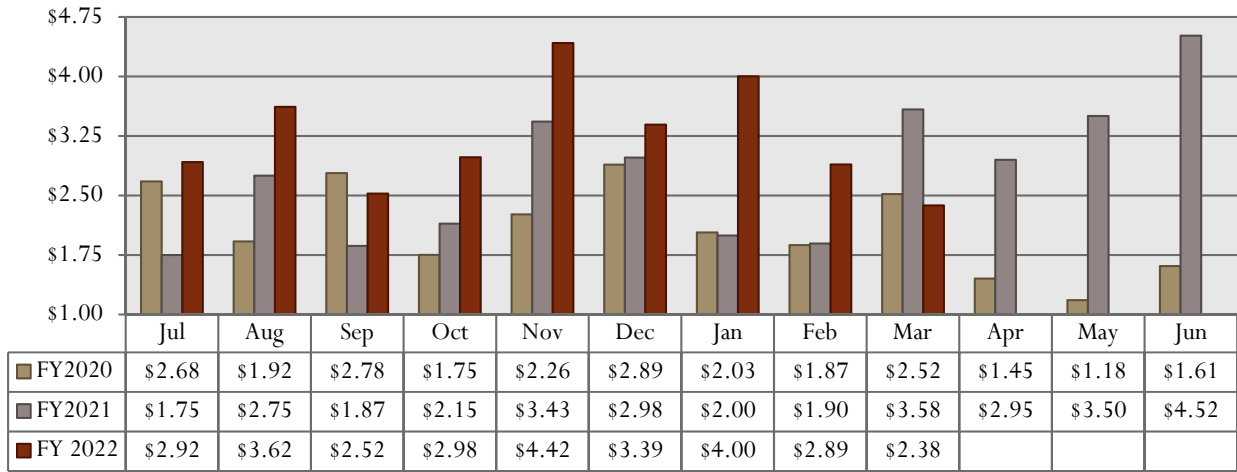
The March 2022 receipts included a portion of January taxes filed in February and a portion of February taxes filed in March, including any delinquent payments that have been filed and paid in those months.

On average, accrual basis January sales and bed tax revenues are approximately 14% less than December, and accrual basis February sales and bed tax revenues are approximately 7% more than January. January 2022 accrual basis sales and bed tax revenues were 16% less than December 2021. Accrual basis February 2022 sales and bed tax revenue data is not yet available.

While it can be beneficial to have more timely cash basis information, there are still flaws in these comparisons. The accrual basis amounts that will be included in the monthly financial reports will be the best comparisons.

Comparing to the prior year, March 2022 cash basis sales and bed tax receipts were 34% less than March 2021.

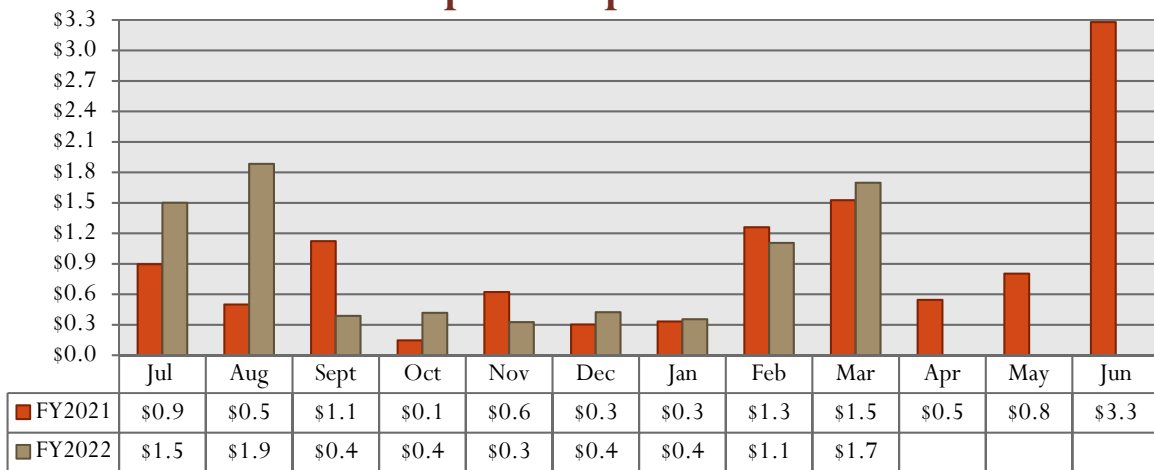
Cash Basis Sales & Bed Tax Receipts



Capital Improvement Costs

As capital projects begin and end their construction phases, the capital improvement costs will fluctuate over time. In addition, land acquisitions can significantly impact capital improvement costs.³ Significant increases in capital improvement costs can result in months when monthly cash disbursements exceed monthly cash receipts.

Cash Basis Capital Improvement Costs



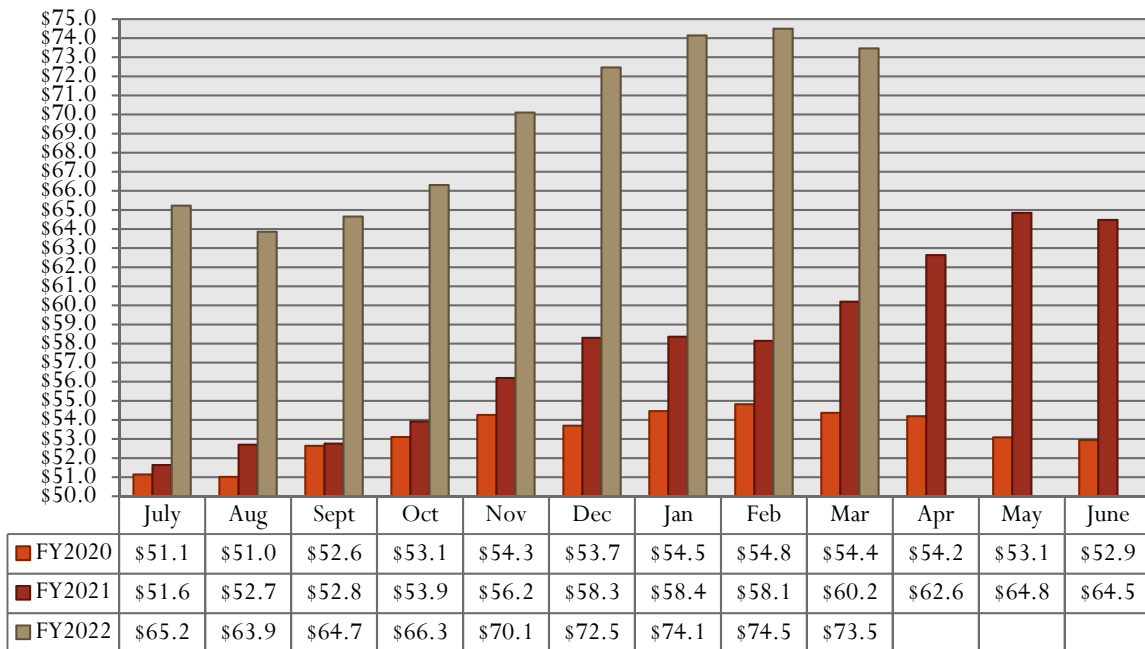
³ FY 2021 includes land acquisition costs of \$1.0 million in September, \$0.1 million in April, and \$2.1 million in June. FY 2022 includes land acquisition costs of \$1.7 million in August, \$0.2 million in October, and \$0.6 million in March.

Analysis

Total cash and investment balances have increased significantly since the low in August 2019 (\$51.0 million) and have significantly exceeded the previous highs occurring before the COVID-19 closures. The City is in a strong financial position to address the many significant priorities and concerns, such as affordability of housing, traffic and transportation needs, impacts of tourism, environmental sustainability concerns, etc.

March 2022 cash and investments far exceeded both March 2020 and March 2021.

Total Cash & Investments - Book Value



Report Format

The report consists of the following sections:

- **Executive Summary** – This summary includes a narrative discussion of the most significant information in this report.
- **Investment Holdings Summary** – A table of the investments held by the City has been presented with the average remaining duration of the portfolio, as well as the average yield of the portfolio compared to the policy benchmark.
- **Investment Transactions Summary** – A table of the investment transactions for the month has been presented including acquisitions, dispositions, investment earnings, and expenses.
- **Cash Flows Report** – A summary of the cash flows for the month has been presented with comparison to cash flows of prior months, in addition to bank and cash basis balances.

Available Local Government Investment Pools (LGIP)

The Local Government Investment Pools offered by the Arizona State Treasurer's Office include:

- **LGIP Pool 5** – A diversified short-term fund similar to a prime money market fund. The fund maintains the highest rating from S&P (AAA f/S1+). **March 2022 yield was 0.24%**. There are no restrictions on deposits or withdrawals. The City has traditionally used this fund for all available funds not otherwise invested; however, since the yield has dropped below the earnings rate on the checking account, the balance in this account has been drastically reduced.
- **LGIP Pool 7** – A short-term fund that invests only in products backed by the full faith and credit of the United States Government. The fund has a AAA weighted average rating. **March 2022 yield was 0.12%**. There are no restrictions on deposits or withdrawals. The City has traditionally used this fund for a secure investment of prepaid wastewater capacity fees.
- **LGIP Pool 500** – A medium-term fund similar to the shorter-term Pool 5. The weighted average rating of all the securities in this pool is AA-2. **March 2022 yield was 0.92%**. Deposits and withdrawals are only allowed on the first business day of the month. The City has traditionally used this fund for longer-term investment of reserve balances; however, since the yield for Pool 5 has dropped below the earnings rate on the checking account, surplus balance from Pool 5 have been transferred to Pool 500. Cash flow needs are analyzed each month to determine deposit or withdrawal needs in accordance with the restrictions on this Pool.
- **LGIP Pool 700** – A medium-term fund similar to the shorter-term Pool 7. The fund has a AAA weighted average rating. **March 2022 yield was 0.34%**. Deposits and withdrawals are only allowed on the first business day of the month. The City has not traditionally used this fund since yields in Pool 500 are most often higher.

For questions or additional information, contact:

Cherie R. Wright, CPA, CGFM

Director of Financial Services

City of Sedona

102 Roadrunner Drive

Sedona, AZ 86336

(928) 204-7185

cwright@sedonaaz.gov

Investment Holdings Summary

CUSIP	Issuer	Settlement Date	Maturity Date	Initial Duration ⁽¹⁾	Remaining Duration as of March 31, 2022 (In Years)	Remaining Coupon Rates	Yield	Benchmark at Time of Purchase	Par Value	Book Value	Fair Market Value as of March 31, 2022	Realized Gain/Loss	Unrealized Gain/Loss ⁽²⁾	Accrued Interest Not Yet Recorded ⁽³⁾	% of Investment Pool
U.S. Government Agency Securities															
3133ELH20	Federal Farm Credit Bank	1/17/2020	7/17/2023	3.5	1.3	1.600%	1.540%	1.790%	\$ 2,000,000	\$ 2,004,072	\$ 1,990,756	\$ -	\$ (13,316)	\$ 6,400	2.73%
3136G4B77	Federal National Mortgage Association	8/4/2020	8/4/2025	5.0	3.3	0.700%	0.640%	0.200%	\$ 2,000,000	\$ 2,005,896	\$ 1,883,292	\$ -	\$ (122,604)	\$ 2,110	2.73%
3130AKXB7	Federal Home Loan Bank	4/29/2021	2/11/2026	4.8	3.9	0.580%	0.810%	0.090%	\$ 2,000,000	\$ 1,978,446	\$ 1,854,926	\$ -	\$ (123,520)	\$ 1,525	2.69%
3130ALZG2	Federal Home Loan Bank	4/29/2021	4/29/2026	5.0	4.1	1.010%	0.950%	0.090%	\$ 2,000,000	\$ 2,005,846	\$ 1,890,308	\$ -	\$ (115,538)	\$ 8,412	2.73%
3130AMCL4	Federal Home Loan Bank	5/19/2021	5/19/2026	5.0	4.1	1.020%	1.020%	0.090%	\$ 2,000,000	\$ 2,000,000	\$ 1,876,934	\$ -	\$ (123,066)	\$ 7,378	2.72%
3133ELK52	Federal Farm Credit Bank	10/5/2021	6/15/2026	4.7	4.2	0.950%	1.010%	0.060%	\$ 3,000,000	\$ 2,994,000	\$ 2,834,601	\$ -	\$ (159,399)	\$ 8,277	4.08%
3133EM6E7	Federal Farm Credit Bank	9/28/2021	9/28/2026	5.0	4.5	0.940%	0.940%	0.060%	\$ 2,000,000	\$ 2,000,000	\$ 1,860,636	\$ -	\$ (139,364)	\$ 155	2.72%
3130APCH6	Federal Home Loan Bank	9/29/2021	9/29/2026	5.0	4.5	1.125%	1.125%	0.060%	\$ 2,000,000	\$ 2,000,000	\$ 1,858,562	\$ -	\$ (141,438)	\$ 123	2.72%
3130AP6B6	Federal Home Loan Bank	9/30/2021	9/30/2026	5.0	4.5	0.950%	0.900%	0.060%	\$ 2,000,000	\$ 2,004,878	\$ 1,874,300	\$ -	\$ (130,578)	\$ 52	2.73%
3130APGT6	Federal Home Loan Bank	10/28/2021	10/28/2026	5.0	4.6	1.150%	1.150%	0.050%	\$ 2,000,000	\$ 1,999,516	\$ 1,870,052	\$ -	\$ (129,464)	\$ 9,704	2.72%
3130APLR4	Federal Home Loan Bank	11/10/2021	11/10/2026	5.0	4.6	1.250%	1.250%	0.050%	\$ 2,000,000	\$ 2,000,000	\$ 1,903,402	\$ -	\$ (96,598)	\$ 10,548	2.72%
Subtotals									\$ 23,000,000	\$ 22,992,654	\$ 21,697,769	\$ -	\$ (1,294,885)	\$ 54,683	31.30%
Negotiable Certificates of Deposit															
02587DV47	American Express Centurion	8/8/2017	8/8/2022	5.0	0.4	2.350%	2.350%	0.930%	\$ 247,000	\$ 247,000	\$ 248,549	\$ -	\$ 1,549	\$ 811	0.34%
795450C37	Sallie Mae Bank	8/9/2017	8/9/2022	5.0	0.4	2.350%	2.350%	0.930%	\$ 247,000	\$ 247,000	\$ 248,557	\$ -	\$ 1,557	\$ 795	0.34%
87164XSH0	Synchrony Bank	10/6/2017	10/6/2022	5.0	0.5	2.250%	2.250%	1.100%	\$ 247,000	\$ 247,000	\$ 248,803	\$ -	\$ 1,803	\$ 2,680	0.34%
06740KLD7	Barclays Bank	10/18/2017	10/18/2022	5.0	0.6	2.300%	2.300%	1.100%	\$ 247,000	\$ 247,000	\$ 248,963	\$ -	\$ 1,963	\$ 2,553	0.34%
32056GCV0	First Internet Bank of Indiana	12/28/2017	12/28/2022	5.0	0.7	2.400%	2.400%	1.090%	\$ 247,000	\$ 247,000	\$ 249,646	\$ -	\$ 2,646	\$ 49	0.34%
33847E3X3	Flagstar Bank FSB	7/31/2020	7/31/2024	4.0	2.3	0.500%	0.500%	0.340%	\$ 249,000	\$ 249,000	\$ 239,292	\$ -	\$ (9,708)	\$ 201	0.34%
38149MA94	Goldman Sachs Bank USA	9/29/2021	9/29/2026	5.0	4.5	1.050%	1.050%	0.060%	\$ 248,000	\$ 248,000	\$ 232,124	\$ -	\$ (15,876)	\$ 14	0.34%
856283U79	State Bank of India Chicago	9/29/2021	9/29/2026	5.0	4.5	1.100%	1.100%	0.060%	\$ 248,000	\$ 248,000	\$ 232,175	\$ -	\$ (15,825)	\$ 15	0.34%
Subtotals									\$ 1,980,000	\$ 1,980,000	\$ 1,948,109	\$ -	\$ (31,891)	\$ 7,118	2.70%
AZ State Treasurer Local Government Investment Pool (LGIP)															
N/A	Pool 5	N/A	N/A	N/A	0.0	N/A	0.240%	N/A	\$ 3,048,424	\$ 3,048,424	\$ 3,048,424	\$ -	\$ -	\$ -	4.15%
N/A	Pool 7	N/A	N/A	N/A	0.0	N/A	0.120%	N/A	\$ 40,440	\$ 40,440	\$ 40,440	\$ -	\$ -	\$ -	0.06%
N/A	Pool 500	N/A	N/A	N/A	0.0	N/A	0.920%	N/A	\$ 35,787,590	\$ 35,787,590	\$ 35,787,590	\$ -	\$ -	\$ -	48.71%
Subtotals									\$ 38,876,455	\$ 38,876,455	\$ 38,876,455	\$ -	\$ -	\$ -	52.92%
Bank Deposits															
N/A	Analyzed Checking Accounts ⁽⁴⁾	N/A	N/A	N/A	0.0	N/A	0.400%	N/A	\$ 9,618,362	\$ 9,618,362	\$ 9,618,362	\$ -	\$ -	\$ -	13.09%
Subtotals									\$ 9,618,362	\$ 9,618,362	\$ 9,618,362	\$ -	\$ -	\$ -	13.09%
Averages/Grand Totals					1.3	0.881%	\$ 73,474,816	\$ 73,467,470	\$ 72,140,694	\$ -	\$ (1,326,776)	\$ 61,801	100.00%		

Benchmark per Policy (LGIP Pool 5) 0.240%

⁽¹⁾ Arizona Revised Statutes and the City's investment policy limit the maximum investment maturity to 5 years.

⁽²⁾ Unrealized gains and losses would only be realized if the City chose to sell its investments prior to maturity and are based on the fair market value as reported by the City's safekeeping agent. The City plans to hold investments until maturity unless there is a compelling reason to sell.

⁽³⁾ Many of the investments pay interest semi-annually with some investments paying monthly. The accrued interest not yet recorded represents the amount earned since the last interest payment date.

⁽⁴⁾ Due to the significant reduction in LGIP Pool 5 earnings, a higher balance was maintained in the City's checking account. As LGIP Pool 500 rates decrease and rates for other available investment options begin to increase, investment options are being evaluated and purchased to enhance portfolio performance, while keeping significant balances available for anticipated upcoming significant expenditures.

Investment Transactions Summary⁽¹⁾

CUSIP	Issuer	Transaction Type	March 2022 Activity
Acquisitions			
			Subtotal \$ -
Dispositions			
N/A	Analyzed Checking Accounts	Net Withdrawal	\$ 761,306
			Subtotal \$ 761,306
Earnings⁽²⁾			
32056GCV0	First Internet Bank of Indiana	Monthly Interest	\$ 455
38149MA94	Goldman Sachs Bank USA	Semi-annual interest	\$ 1,291
856283U79	State Bank of India Chicago	Semi-annual interest	\$ 1,353
3133EM6E7	Federal Farm Credit Bank	Semi-annual interest	\$ 9,400
3130APCH6	Federal Home Loan Bank	Semi-annual interest	\$ 11,250
3130AP6B6	Federal Home Loan Bank	Semi-annual interest	\$ 9,500
N/A	LGIP Pool 5	Monthly Gain/Loss	\$ 627
N/A	LGIP Pool 7	Monthly Gain/Loss	\$ 4
N/A	LGIP Pool 500	Monthly Gain/Loss	\$ (297,554)
			Subtotal \$ (263,674)
Expenses			
N/A	N/A	Wire Fees	\$ 75
			Subtotal \$ 75
Net Transactions for March 2022			\$ (1,025,055)

⁽¹⁾ The net decrease to investments was a result of lower cash receipts and higher cash disbursements. See the Cash Flows section of the Executive Summary for further discussion.

Cash Flows Report⁽¹⁾

Month	Beginning Bank Balance	Cash Basis Receipts	Cash Basis Disbursements	Net Account Transfers	Ending Bank Balance	Outstanding Checks	Ending Cash Basis Balance
<i>Cash Basis Transactions by Month</i>							
July 2020	\$ 1,981,350	\$ 3,242,105	\$ (4,568,715)	\$ 4,746,376	\$ 5,401,115	\$ (544,329)	\$ 4,856,786
August 2020	5,401,115	3,892,979	(2,845,134)	(3,264,896)	3,184,065	(60,611)	3,123,454
September 2020	3,184,065	2,870,751	(2,757,650)	494,000	3,791,166	(133,284)	3,657,883
October 2020	3,791,166	3,594,779	(2,440,412)	747,000	5,692,533	(44,465)	5,648,069
November 2020	5,692,533	4,544,411	(2,325,740)	(2,000,000)	5,911,204	(11,767)	5,899,437
December 2020	5,911,204	4,397,494	(2,353,432)	(2,753,000)	5,202,266	(1,014,296)	4,187,970
January 2021	5,202,266	3,197,529	(3,131,374)	1,000,000	6,268,422	(1,108,910)	5,159,511
February 2021	6,268,422	3,130,272	(3,244,804)	(1,500,000)	4,653,889	(672,395)	3,981,494
March 2021	4,653,889	5,570,919	(3,481,343)	(2,000,000)	4,743,465	(16,756)	4,726,709
April 2021	4,743,465	4,908,556	(2,571,790)	(1,986,805)	5,093,426	(5,563)	5,087,862
May 2021	5,093,426	4,834,470	(2,654,000)	(2,000,000)	5,273,896	(11,323)	5,262,573
June 2021	5,273,896	6,313,885	(6,673,340)	-	4,914,440	(13,848)	4,900,592
Total FY 2021		\$ 50,498,151	\$ (39,047,735)	\$ (8,517,326)			
July 2021	\$ 4,914,440	\$ 6,166,830	\$ (5,494,197)	\$ -	\$ 5,587,073	\$ (187,593)	\$ 5,399,480
August 2021	5,587,073	4,860,210	(6,244,165)	494,000	4,697,119	(84,732)	4,612,386
September 2021	4,697,119	3,726,353	(2,840,278)	(4,006,878)	1,576,316	(56,089)	1,520,227
October 2021	1,576,316	4,403,496	(2,673,123)	445,248	3,751,936	(25,964)	3,725,972
November 2021	3,751,936	6,003,998	(2,208,873)	(2,000,000)	5,547,062	(43,406)	5,503,656
December 2021	5,547,062	5,016,899	(2,646,929)	-	7,917,031	(285,340)	7,631,691
January 2022	7,917,031	5,409,133	(3,578,162)	-	9,748,002	(250,654)	9,497,348
February 2022	9,748,002	4,119,388	(3,676,188)	-	10,191,201	(224,421)	9,966,781
March 2022	10,191,201	3,600,736	(4,360,629)	-	9,431,308	(26,141)	9,405,167
Total Year-to-Date FY 2022		\$ 43,307,042	\$ (33,722,544)	\$ (5,067,630)			

⁽¹⁾ This report reflects the activity of the City's cash accounts, excluding a separate account maintained by the Court.