



# Investment Advisory Services

La Crosse RDA

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# Why Ehlers Investments?

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## 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

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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

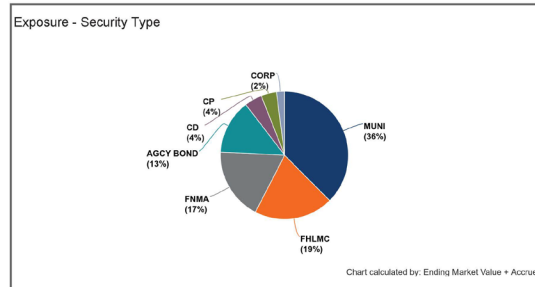
# Robust Reporting & Analysis

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



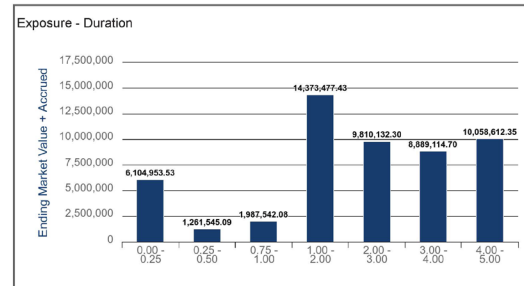
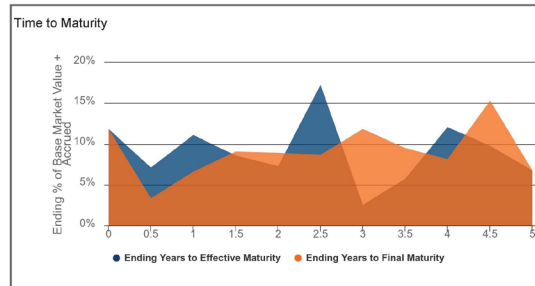
Risk Summary - Fixed Income  
01/01/2021 - 03/31/2021

Sample Client  
Dated: 06/01/2021

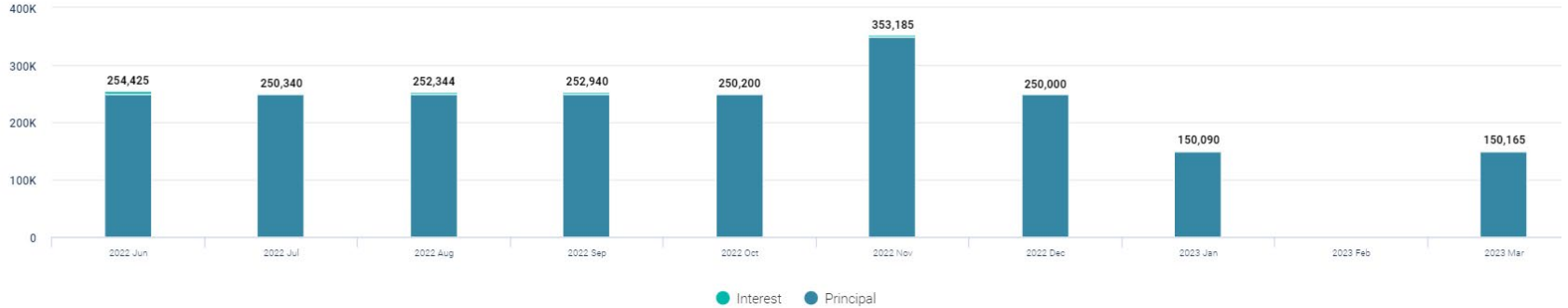


Credit Quality Heat Map

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%	13.899%	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%	1.868%	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%
COC	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%	1.418%	1.784%	0.000%	0.041%	0.000%	0.000%	0.000%	0.000%



# 2022A Income Projections



- Projected income 9-month spend-down: \$14,500
- Estimated fees: \$2,500
- Projected income *net* of fees: \$ 12,000

*All income projections based upon current project schedule. Projected income based on currently available investment yields, subject to change and availability- dependent upon investment rates available at time of execution as well as draw schedules.*

*Income projections could be increase or decrease, depending on the pace of actual project expenditures.*

# Important Disclosures

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