

The background features a large, faint, light-blue seal of The City of San Marcos. The seal is shield-shaped and contains several elements: a five-pointed star in the upper left, a landscape with a tree and a building in the upper right, a detailed building facade in the lower left, and another building facade in the lower right. The words "THE CITY OF" are at the top, and "SAN MARCOS" is in large letters below it. At the bottom of the seal is a circular emblem with a star and the letters "S A N M A R C O S" around it, with "1871" at the very bottom.

THE CITY OF
SAN MARCOS

QUARTERLY FINANCIAL AND INVESTMENT UPDATE

QUARTER ENDED JUNE 30, 2017

THE CITY OF
SAN MARCOS

FINANCIAL UPDATE



REVENUE

- General Fund
 - YTD \$2.4M (5.07%) & QTD \$1.4M (11.77%) below forecast
 - Timing on the collection of other agency contracts
 - Sales tax collections below budget & timing of Best Buy revenues in FY17
- Hotel Tax Fund
 - YTD \$77K or 2.72% below forecast
 - Timing in reporting and collection
 - Delay in new hotel openings

REVENUE

- Utilities
 - Water/Wastewater \$159K or 0.58% below forecast
 - Overall wetter weather patterns
 - Reflecting timing difference and decrease in the collection of BABs interest reimbursement
 - Electric \$205K or 0.51% below forecast
 - Mild seasonal temperatures

The background of the slide features a large, faint, light-blue watermark of the official seal of the City of San Marcos. The seal is a shield-shaped emblem. At the top, it reads "THE CITY OF" in a serif font, followed by "SAN MARCOS" in a larger, bold serif font. Below the text is a central shield divided into four quadrants. The top-left quadrant contains a five-pointed star. The top-right quadrant shows a landscape with a mountain and a body of water. The bottom-left quadrant depicts a building with a clock tower. The bottom-right quadrant shows a bridge. The shield is flanked by two olive branches. At the bottom of the shield is a circular seal with a five-pointed star and the word "SAN" around it. Below the shield, the year "1871" is inscribed.

EXPENSES

- General Fund
 - YTD total expenses \$4.05M or 8.48% favorable to trend
 - Primarily due to timing of payments for contract and professional services
 - Overall organizational savings
- Hotel Tax Fund
 - YTD total expenses \$658K or 17.02% favorable to trend
 - Timing of CVB converting to City department and contractual obligation

EXPENSES

- Utilities
 - Water/Wastewater
 - YTD \$478K or 2.66%, QTD \$2.5M or 32.75% favorable to trend
 - Primarily due to timing of payments for contracted and professional services
 - Electric
 - YTD \$863K or 2.34%, QTD \$2.1M or 14.97% favorable to trend
 - Primarily due to timing of payments for contracted and professional services
 - Reduced power purchases due to reduced usage

THE CITY OF
SAN MARCOS

INVESTMENT UPDATE



INVESTMENT BALANCES

	Market Value June 30, 2017	Market Value March 31, 2017
Pooled Cash	\$48,464,480	\$49,799,759
Pooled Cash-Reserves	\$10,830,407	\$10,802,433
Enterprise	\$113,838,253	\$115,078,970
Enterprise-Reserves	\$13,355,794	\$13,329,561
Total	\$186,488,935	\$189,010,723

INVESTMENT PERFORMANCE

	Average Yield to Maturity for Period	Weighted Average Maturity (WAM)*	Average Yield to Maturity 1 year ago	Weighted Average Maturity 1 year ago
Pooled Cash	1.17%	228 Days	0.87%	188 Days
Pooled Cash-Reserves	1.13%	640 Days	1.01%	757 Days
Enterprise	1.03%	147 Days	0.85%	111 Days
Enterprise-Reserves	1.33%	567 Days	1.11%	689 Days

Average 6-Month Treasury Bill 1.12 %

***Per Investment Policy:**

- Maximum WAM for Regular Funds is 730 days
- Maximum WAM for Reserve Funds is 1,095 days

INVESTMENT DISTRIBUTION

	Wells Fargo Operating/ Money Market Account	Government Pools	Certificates of Deposit	Municipal Coupon Securities	Federal Agency Coupon Securities
Pooled Cash	\$5,531,652	\$9,386,890	\$3,206,000	\$5,391,656	\$24,948,282
Pooled Cash- Reserve	\$519,054				\$10,311,353
Enterprise	\$10,019,413	\$56,982,863	\$4,689,000	\$5,713,819	\$36,433,158
Enterprise- Reserve	\$346,268			\$2,668,214	\$10,341,312