



OPTIMIZED
Investment Partners

FINANCE COMMITTEE
PRESENTATION



Agenda

- Economic Update
- The OIP Advantage
- Improving Safety and Risk
- Case Study
- District's Current Portfolio
- FAQ

ECONOMIC UPDATE

EMPLOYMENT

The unemployment rate increased from 3.7% to 4%, year over year.

CONSUMER PRICE INDEX

The Consumer Price Index for All Urban Consumers increased 0.5 percent January, after increasing 0.4 percent in December.

CONSUMER CONFIDENCE

The Consumer Confidence Index declined by 7.0 points in February to 98.3, after declining 5.4 points in January.

5-YEAR TREASURY YIELD

Declined from 4.36% in January to 4.03% in February.

FEDERAL FUNDS EFFECTIVE RATE

Q3 2024: 4.75-5

Q4 2024: 4.25-4.50%

Q1 2025: 4.25-4.50%

INVESTMENT MANAGEMENT APPROACHES

COMMON APPROACH

- **Passive:** Most of the money is in checking. Some funds invested in county or state investment pools. Liquid, but low yields. Exposes the portfolio to interest rate risks.
- **Active:** Somewhat diverse over a 5-year period, cookie-cutter, impersonal and out-dated.

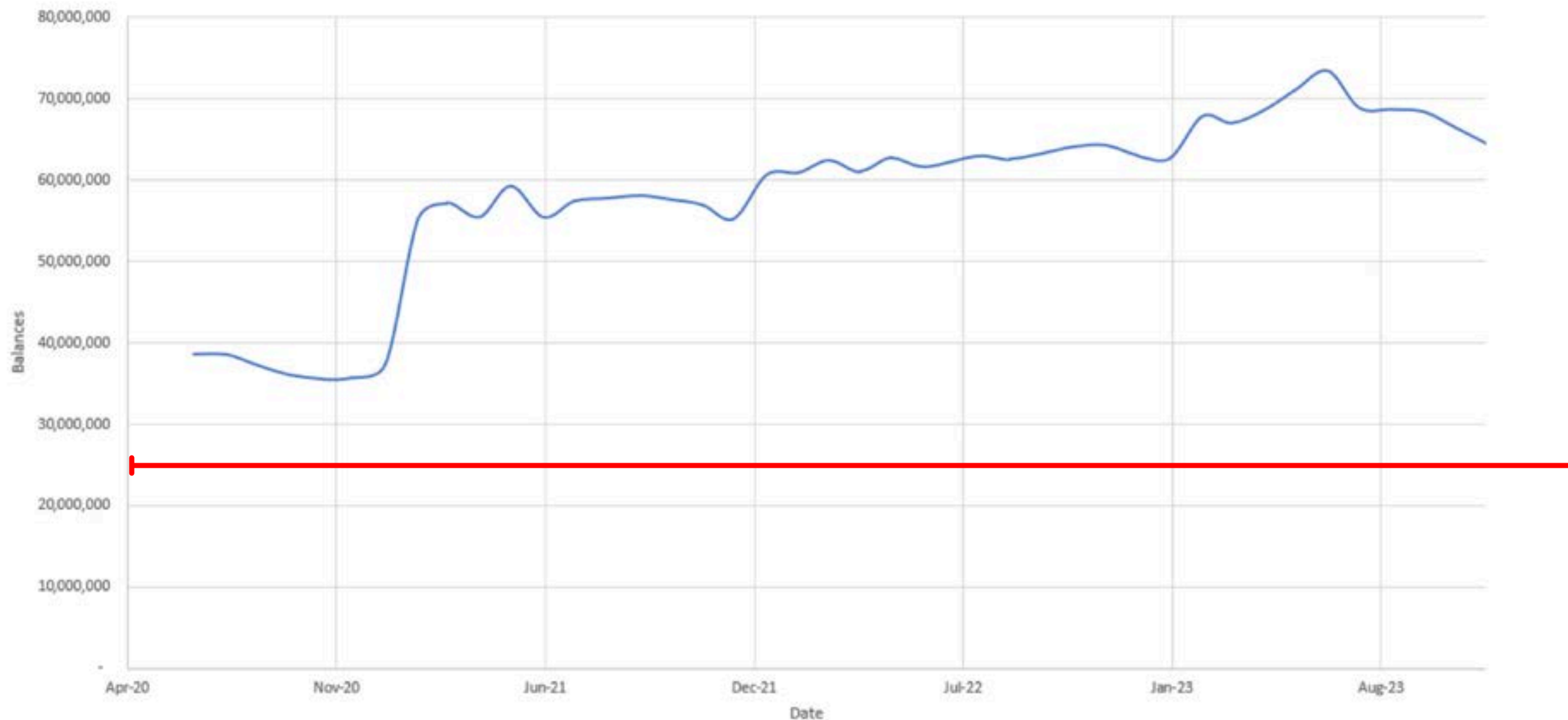
THE OIP ADVANTAGE

- Cash flow modeling and cash management that utilizes more funds for the investment portfolio and honors liquidity needs.
- Reporting and compliance included with our service.
- Safer, provides budgetary resiliency, and optimizes yields.
- A customized approach that incorporates budgets and CIP Programming.
- Government expertise.

CASH FLOW MODELING AND CASH MANAGEMENT

Historical Cash Flow

Typical Advisors



\$35M additional invested.
\$1.5M interest revenue gained.

IMPROVING SAFETY

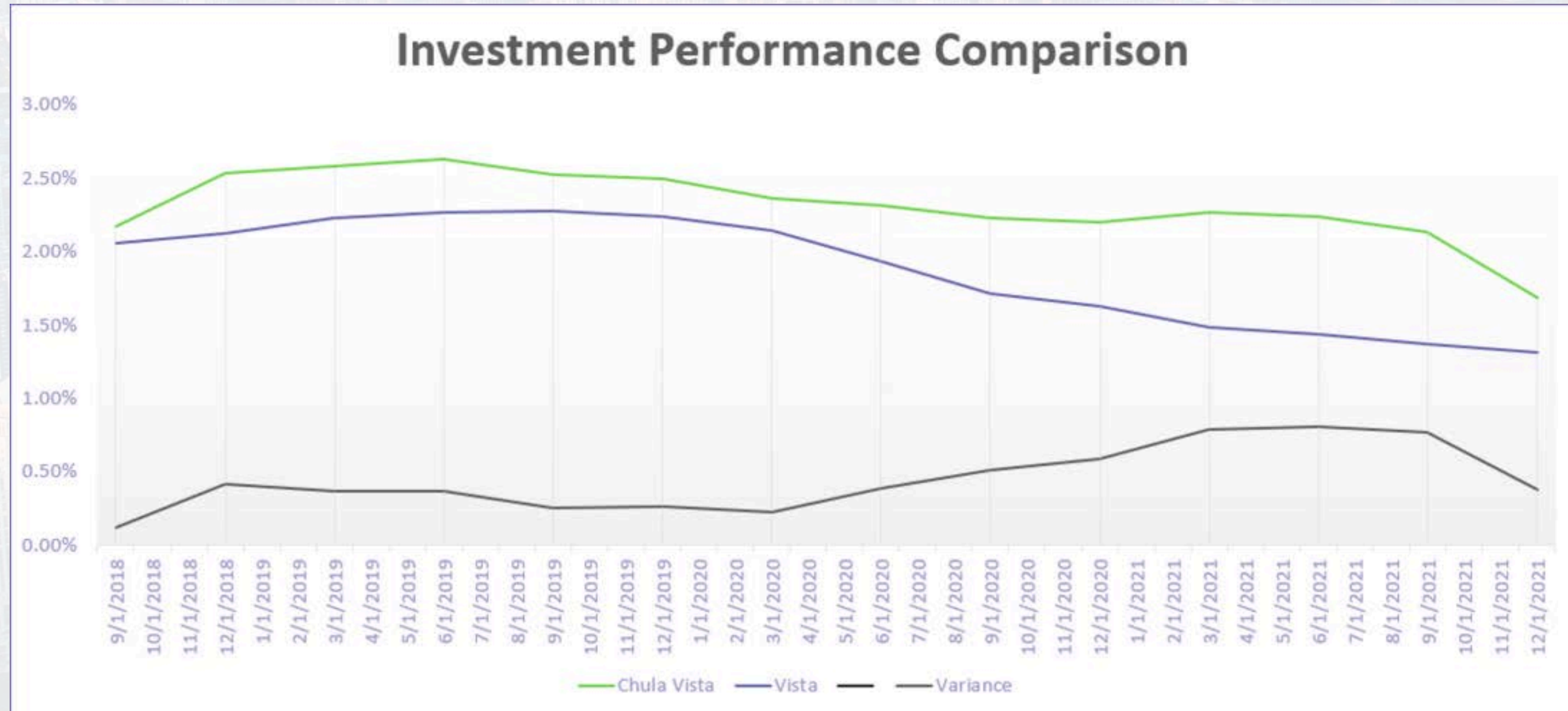
REDUCING INTEREST RATE RISK

Liquid investments are highly sensitive to market fluctuations. Locking in rates with appropriate tools and time horizons provides more predictable and guaranteed returns.

BUDGETARY RESILIENCY

An optimized laddering strategy secures the best available rates while keeping funds productive until needed, ensuring stability in budgeted interest income.

CASE STUDY Chula Vista vs. Vista



CURRENT PORTFOLIO

ISSUER	Investment Type	CUSIP	SETTLEMENT	PAR	MATURITY	Book Value (Federal Tax Cost Amt)	COUPON	YIELD
FFCB	US Government Agency Bond	3133ERP96	1/13/2025	\$ 200,000	9/24/2026	\$200,455.41	4.250%	4.250%
FNMA	US Government Agency Bond	3135G05X7	1/13/2025	\$ 200,000	8/25/2025	\$195,653.70	0.375%	4.220%
FHLB	US Government Agency Bond	3130AERV4	1/13/2025	\$ 200,000	9/12/2025	\$200,764.69	3.125%	4.150%
US Treasury	US Treasury Bond	91282CJE2	1/13/2025	\$ 195,000	10/31/2025	\$198,188.83	5.000%	4.200%
US Treasury	US Treasury Bond	91282CLH2	1/13/2025	\$ 200,000	8/31/2026	\$201,264.16	3.750%	4.240%
US Treasury	US Treasury Bond	91282CLS8	1/13/2025	\$ 200,000	10/31/2026	\$201,248.06	4.125%	4.250%
US Treasury	US Treasury Bond	91282CFH9	1/13/2025	\$ 200,000	8/31/2027	\$196,448.60	3.125%	4.320%
US Treasury	US Treasury Bond	91282CLL3	1/13/2025	\$ 220,000	9/15/2027	\$217,210.81	3.375%	4.330%
US Treasury	US Treasury Bond	91282CAU5	1/13/2025	\$ 220,000	10/31/2027	\$198,260.50	0.500%	4.330%
US Treasury	US Treasury Bond	91282CCV1	1/13/2025	\$ 220,000	8/31/2028	\$196,939.48	1.125%	4.410%
US Treasury	US Treasury Bond	91282CCY5	1/13/2025	\$ 220,000	9/30/2028	\$197,156.25	1.250%	4.420%
US Treasury	US Treasury Bond	91282CDF5	1/13/2025	\$ 220,000	10/31/2028	\$197,511.77	1.375%	4.410%
US Treasury	US Treasury Bond	91282CFJ5	1/13/2025	\$ 210,000	8/31/2029	\$200,835.39	3.125%	4.460%
US Treasury	US Treasury Bond	91282CLN9	1/13/2025	\$ 205,000	9/30/2029	\$198,695.46	3.500%	4.470%
US Treasury	US Treasury Bond	91282CLR0	1/13/2025	\$ 200,000	10/31/2029	\$198,725.46	4.125%	4.470%
				\$3,110,000		\$ 2,999,359		

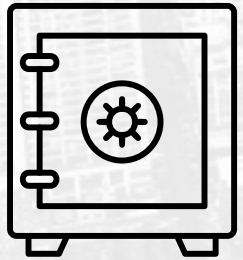
Liquid Funds	
Account Type	Current Balance
CAMP	\$ 6,137,676
COUNTY POOL-SAN MATEO	\$ 9,030,611
LOCAL AGENCY INVESTMENT FUND	\$ 8,164
	\$ 15,176,451

FAQ



HOW DO WE FREE UP YOUR TIME?

Quarterly Reports | Staff Reports | Investment Policy and Revisions



HOW DO YOU KEEP OUR MONEY SAFE?

High Quality Investments | Optimized Laddering | Checks and Balances



WHAT IS CASH FLOW MODELING AND CASH MANAGEMENT?

Utilizing Historical Data, Budgets, and Current Data to Strategize | Minimizing Idle Cash



HOW ARE YOU DIFFERENT THAN OUR COMPETITORS?

Individualized, First-Class, Service Standards | Customized Approach | Government Expertise



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**THANK
YOU!**



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Our Story

David Bilby, Founder, CEO and President, was the visionary Finance Director/Treasurer who transformed the City of Chula Vista's \$300 million dollar portfolio. Despite working with a prominent investment advisor, David noticed significant funds languishing in checking and pooled accounts. When he inquired, the advisor's response was less than satisfactory: "We're investing as per the City's instructions."

That's when David had a game-changing idea: incorporate custom cash flow modeling into investment portfolio management. But when he proposed this to the advisor, the response was disappointing: "Sorry, we don't do that." The firm refused to innovate. Undeterred, David terminated the contract with the investment firm and took investment advisory management into his own hands, implementing a sophisticated portfolio laddering structure tailored to the city's cash needs. The result was staggering: over \$100 million more funds were added to the City's active investment portfolio.

Recognizing the broader need for such a strategy, David left government service in 2021 to help other municipalities optimize their investments. In 2022, he founded OIP, setting a new, innovative standard in the industry. Join the revolution. Let OIP transform your investment portfolio with strategies proven to increase revenue and reduce risk. Discover the future of investment advising with Optimized Investment Partners.



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DAVID BILBY

President, CEO, & Chief Compliance Officer

M.S., Business Administration, Finance concentration, San Diego State University

B.S., Business Administration, Finance concentration, San Diego State University

Certified Public Finance Officer, Government Finance Officers Association

Series 50 Municipal Advisor Representative, Municipal Securities Rulemaking Board

Series 65 Registered Investment Adviser Representative, North American Securities Administrators Association

Comprehensive expertise in all facets of public finance, encompassing:

- Budgeting, Municipal Debt Management, Accounting, User Fee Studies, Fiscal Impact Analysis, Asset Management, Public/Private Partnerships, Procurement

Successful completion of over \$1 billion in public financings, including:

- CFDs, ADs, COPs, RDAs, POBs, and LRBs

Instrumental in securing approval for two sales tax measures as part of collaborative team efforts.

Direct management experience of municipal investment portfolios ranging from \$50 million to \$400 million.



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ROBERT MICHALIK

Executive Vice President & Chief Operating Officer

B.S., Business Management, University of Phoenix

Series 65 Registered Investment Adviser Representative, North American Securities Administrators Association

Client Management with Strategic Collaboration

- Collaborates closely with clients' team to align operational needs with OIPs services, driving client satisfaction and portfolio optimization.

Strategic Executive Leader

- Savvy, results-oriented, and change agent with over 24 years of experience driving and optimizing business operations and services for large and diverse organizations, including J.P. Morgan Chase, Caliber Home Loans, and First American.
- Led teams of up to 300 employees across international locations, tightly managed operating budgets exceeding \$14M, and has an impeccable track record in internal- and external-facing audits.



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BRITTANY TRAN
Marketing Director

B.A., Sociology: Law and Society, University of California San Diego

Strategic Market Research

- Conduct market research to find the districts where we can help optimize their investments the most.
- Analyze outreach effectiveness to enhance results.

Business Development

- Strategically plans and implements initiatives that foster innovation and long-term growth, ensuring projects align with OIP's goals and efficiently allocate resources.
- Optimize processes to enhance efficiency and manages resources to support operational objectives.

REFERENCES

EMPLOYMENT

https://www.bls.gov/schedule/news_release/empsit.htm

CONSUMER PRICE INDEX

<https://www.bls.gov/news.release/cpi.nr0.htm>

CONSUMER CONFIDENCE INDEX

<https://www.conference-board.org/topics/consumer-confidence>

TREASURY YIELD

https://home.treasury.gov/resource-center/data-chart-center/interest-rates/TextView?type=daily_treasury_yield_curve&field_tdr_date_value=2025

FEDERAL FUNDS EFFECTIVE RATE

<https://www.federalreserve.gov/newsevents/pressreleases/monetary20250129a.htm>