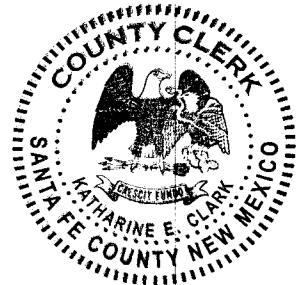


MINUTES OF THE
SANTA FE COUNTY
INVESTMENT COMMITTEE

January 28, 2021

Santa Fe, New Mexico



This meeting of the Santa Fe County Investment Committee was called to order by County Treasurer Jennifer Manzanares at approximately 3:03 p.m. on the above-cited date.

In accordance with the Public Health Emergency Order issued by the State of New Mexico, and pursuant to the New Mexico Attorney General's Open Government Division Advisory during COVID-19, public entities are authorized to conduct virtual meetings.

Lori Armjio called roll and a quorum was indicated with the presence of the following members:

Members Present:

Jennifer Manzanares, Treasurer
Katherine Miller, County Manager
Greg Shaffer, County Attorney
Hank Hughes, Commissioner [Alternate]
Yvonne Herrera, Finance Director
Eric Loucks, Citizen

Member(s) Excused:

Anna Hamilton, Commissioner
Anna Hansen, Commissioner

Others Present:

Patrick Varela, Deputy Treasurer
Lori Armijo, Treasurer's Office
Brian Olachea, Treasurer's Office
Elias Bernardino, Deputy County Manager
Daniel Fresquez, Media Coordinator

COUNTY OF SANTA FE)
STATE OF NEW MEXICO) ss

INVESTMENT COMMITTEE M
PAGES: 3

I Hereby Certify That This Instrument Was Filed for
Record On The 3RD Day Of March, 2021 at 02:10:09 PM
And Was Duly Recorded as Instrument # 1945435
Of The Records Of Santa Fe County

Deputy Katharine E. Clark Witness My Hand And Seal Of Office
County Clerk, Santa Fe, NM Katharine E. Clark

Approval of Minutes: November 5, 2020

County Manager Miller moved to approve the minutes as published. Ms. Herrera seconded and the minutes were unanimously [5-0] approved by roll call vote. [Commissioner Hughes was not present for this action and arrived shortly thereafter.]

SFC CLERK RECORDED 03/03/2021

Results from Fiscal Agent

Treasurer Manzanares noted there was a meeting with Sunflower Bank with a presentation from Matt Hyman, portfolio manager. The big concerns are the unemployment rate and inflation. There was discussion of the lockbox and preparation for the coming tax collection. Mr. Olachea had shared problem previously experienced.

Update on First Half Tax Collection and Business Licenses

Treasurer Manzanares thanked Ms. Herrera for the business license support. They are monitoring closures due to COVID-19.

Treasurer Manzanares welcomed the new Deputy County Manager Elias Bernardino and he stated he appreciated being invited to this meeting.

Delinquent Collections

Due to the high level of activity it was an "all hands on deck" situation so staff is still working on the reports. The delinquent collections total for the month of December was \$231,300,27, and total for the year was \$4,568,579,22.

Migration from Charles Schwab to Fidelity

Mr. Loucks stated LANB was purchased two years ago by Enterprise Bank, who did an extensive RFP for asset services and decided they would be best served by consolidating these services with Fidelity. The conversion process will be taking place over the next few months. The accounts will be mirrored with the same registrations and titling. The County will be getting statements from Fidelity in the future with more extensive performance reports, benchmarking and indexing. He did not anticipate any problems with the transfer.

Economic Outlook

Deputy Treasurer Varela showed a graph of the yield curve showing the ten-year passing one percent, along with a graph of unemployment numbers, the S&P and the Dow demonstrating investor enthusiasm. He anticipated the fed rate would continue low throughout the year. Some ETFs are still paying well.

Portfolio Balance Sheet, Call Notices, Etc.

Mr. Varela provided the following information as of the end of December 2020:

- There are 68 operational accounts with a total of \$133,144,917.60
- GOB 2011 Series contains one account at \$4,437,362.58
- Housing has two accounts at \$4,001,466.79
- GOB 2013 Series has four accounts totaling \$4,013,289.44
- GRT 2019 Series has four accounts totaling \$11,025,855.40
- GOB 2018 Series has four accounts for \$10,014,436.00

- Core Portfolio has 43 accounts with a total of \$27,304,636.25
 - The Schwab Account has 22 accounts with \$31,832,347.01
- Grand total at US Bank and Enterprise is 116 accounts with \$225,774,311.07

- There are four CDs at local credit unions and one CDAR totaling \$1,262,388.22
 - The Studio lockbox, newly drawn down, has \$4,947,817.81
- Total of those six accounts is \$6,210,206.03

- First National/Sunflower has 41 accounts for a total of \$102,904,943.81
 - UBS has six accounts with \$40,432,827.21
 - BNY Mellon has four accounts with \$11,738,731.95
- Total of those 53 accounts is \$161,286,709.00

Grand total of all 200 accounts at the end of December 2020 was \$387,061,020.07

Mr. Varela reviewed the various holdings, noting there was not a great deal of activity.

Pointing to an ongoing audit finding, Manager Miller asked what could be done about the CD that exceeds FDIC insurance limits per mark to market with appreciation. It was agreed that that particular CD could be sold off at a premium since it is already worth more than maturity redemption, thus eliminating the audit finding. This option would be simpler than further collateralizing it. Mr. Loucks indicated that the County would not be presented with the tax implications a private party would.

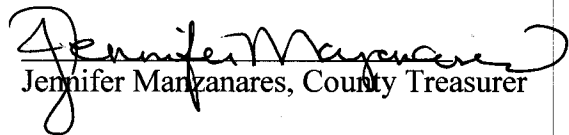
Mr. Varela gave a presentation to the Treasurers' Affiliate and Treasurer Manzanares offered to provide the same orientation material to any interested Commissioners and staff. She added Ms. Mascarenas could send out invitations. Commissioner Hughes said he would be interested.

Treasurer Manzanares mentioned a scam email has been going out purporting to be about property tax.

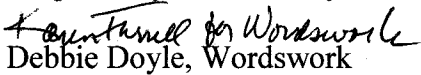
Adjournment

Following a motion from Manager Miller and second from Mr. Loucks, the meeting adjourned at 3:51 p.m.

Approved by:


Jennifer Manzanares, County Treasurer

Respectfully submitted by:


Debbie Doyle, Wordswork

Santa Fe County
Investment Committee: January 28, 2021