

Third Quarter Financial Report for Fiscal Year 2018-2019

**Public Safety, Finance and
Strategic Support Committee**

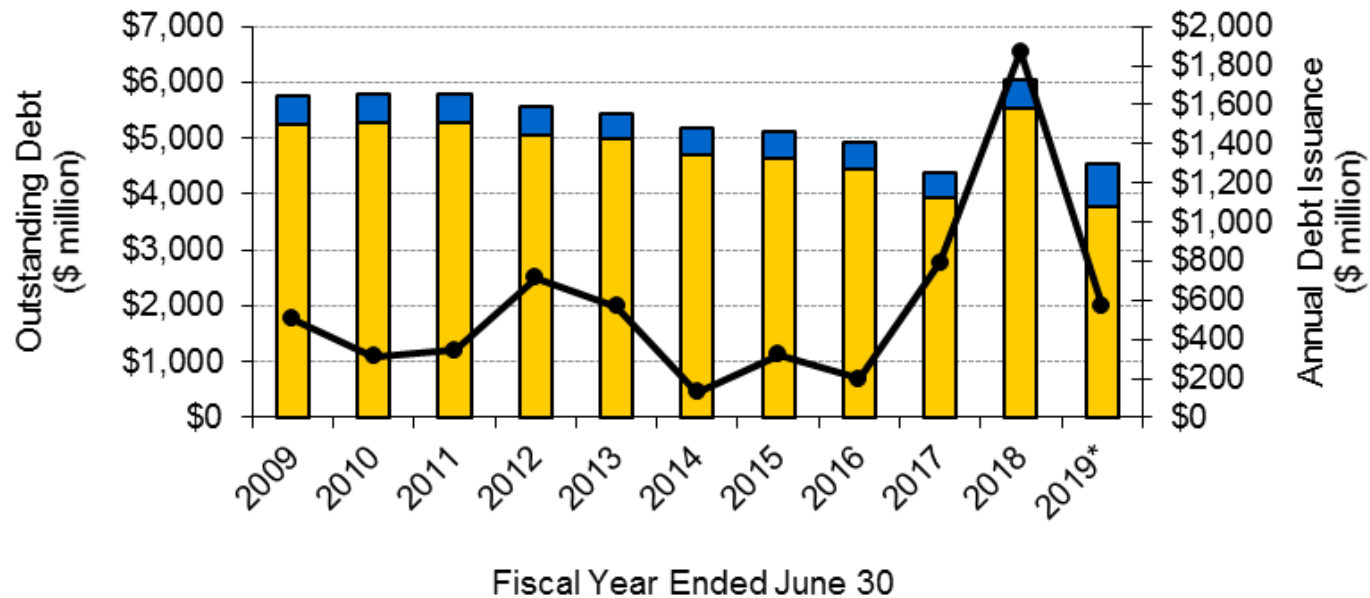
Prepared by the Finance Department

Third Quarter Debt Management Report for Fiscal Year 2018-2019

Outstanding Debt Issued by All Agencies

Outstanding Debt as of March 31, 2019: \$4.6 Billion

FY 2018-19 Actual Debt Issuance: \$568.9 Million



City and Related Entity Debt Outstanding

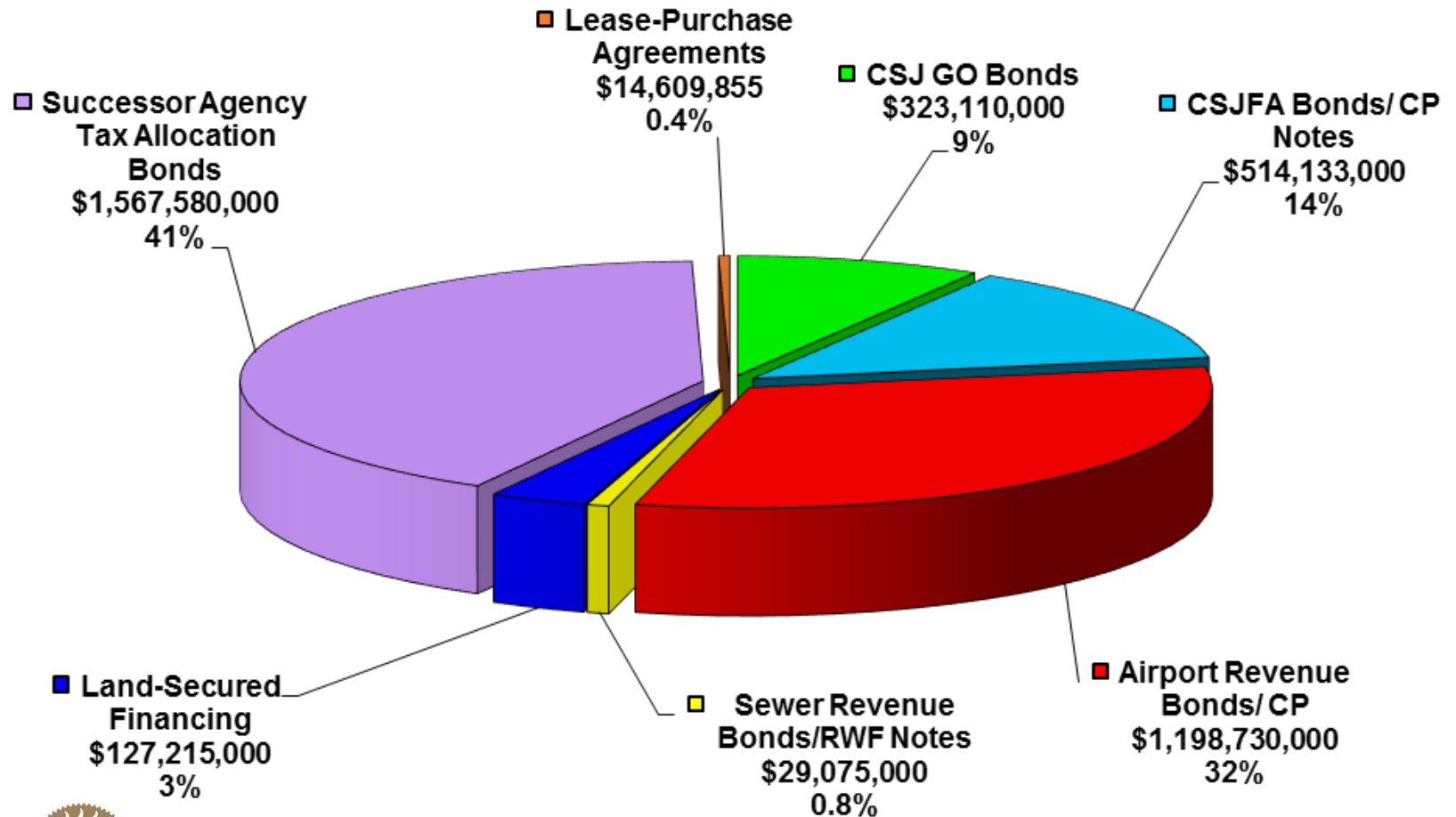
Conduit Debt Outstanding

Annual Debt Issuance

* YTD Debt Issuance

Outstanding Debt Issued by All Agencies Excluding Multifamily Housing Revenue Bonds

Outstanding Debt as of March 31, 2019: \$3,774,452,855*



Selected Debt Issuance and Debt Management Activities during 3rd Quarter

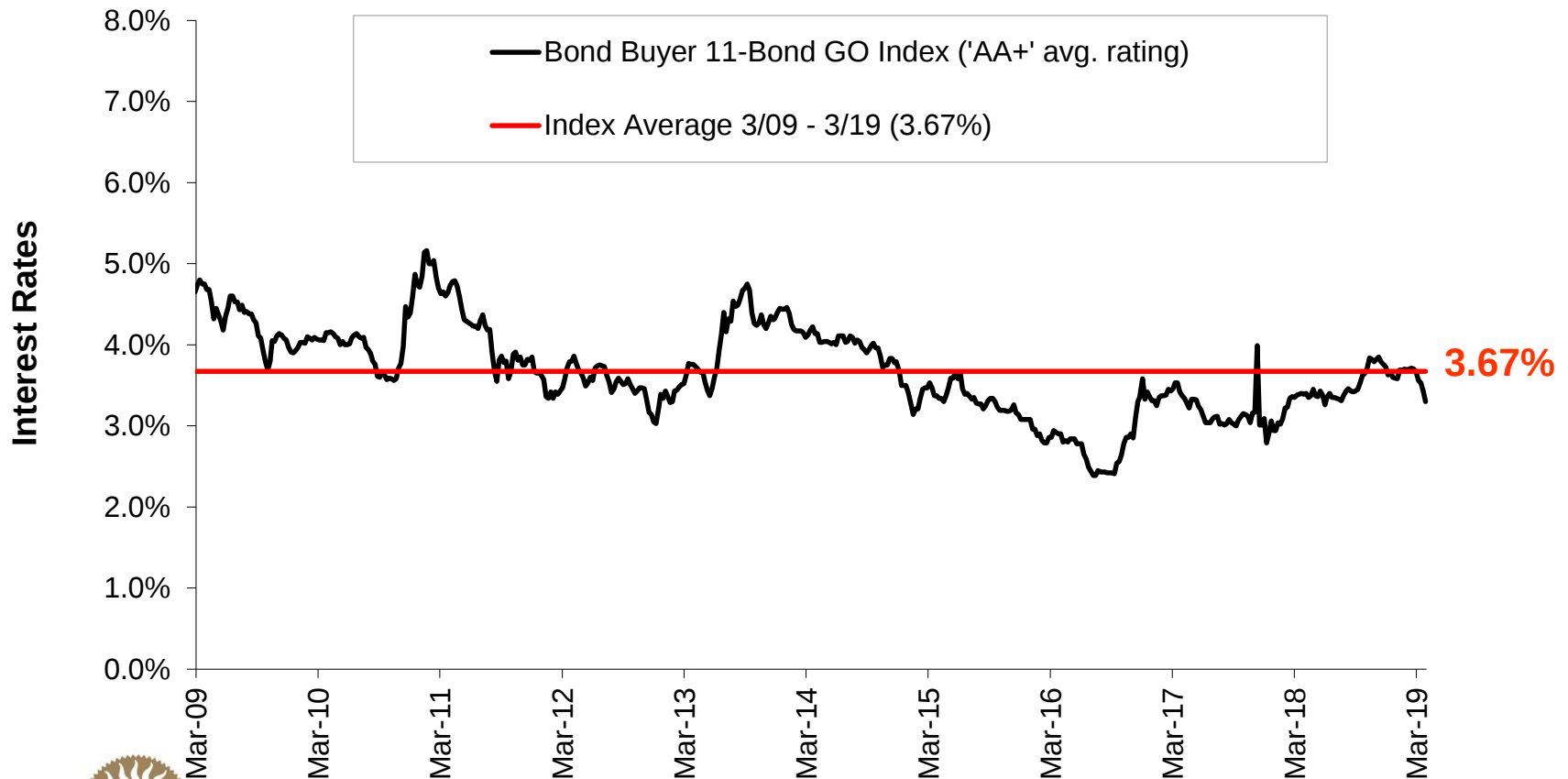
- Debt Issuance
 - Norman Y. Mineta San Jose International Airport Commercial Paper Notes
 - \$25.0 million for terminal expansion project, issued February 2019
- Debt Management
 - Completed the RFP selection process for feasibility consultant services for the Ice Centre Expansion Project
 - TEFRA Hearings for Multi-Family Housing Projects - Parkside Terrace and Valley Palms (February 2019); and Vista Park I, Palm Court, Markham Plaza and Lenzen Square (March 2019)
 - Clean Energy Office Space Analysis
 - Hayes Mansion Sale and Closing
- Reporting
 - CDIAC SB 1029 Report – Annual Submission (January 2019)
- Reporting – Bond Ratings
 - CSJ Special Hotel Tax Revenue Bonds, Series 2011 – January 15, 2019, Standard & Poor's raised its long-term and underlying rating to "A+" from "A", with Stable Outlook.

Upcoming Debt Issuance and Management Through June 30, 2019

- Debt Issuance
 - Multi-Family Housing Revenue Bonds
 - Vista Park I - \$19.0 million (Summer 2019)
 - Palm Court - \$16.0 million (Summer 2019)
 - Markham Plaza I - \$26.0 million (Summer 2019)
 - Lenzen Square Apartments - \$23.0 million (Summer 2019)
 - Quetzal Gardens - \$45.0 million (Fall 2019)
 - Pre-issuance
 - Planning for General Obligation bond issue (Measure T; GO Refunding; and \$9.2 million of previously authorized but unissued GO new money bonds); including disclosure updates and tax analysis of proposed projects.
 - Refunding Analysis
 - General Obligation
 - CSJFA lease revenue bonds FY 2019-20
- Debt Management
 - Manage the Feasibility Study process for the Ice Centre Expansion Project

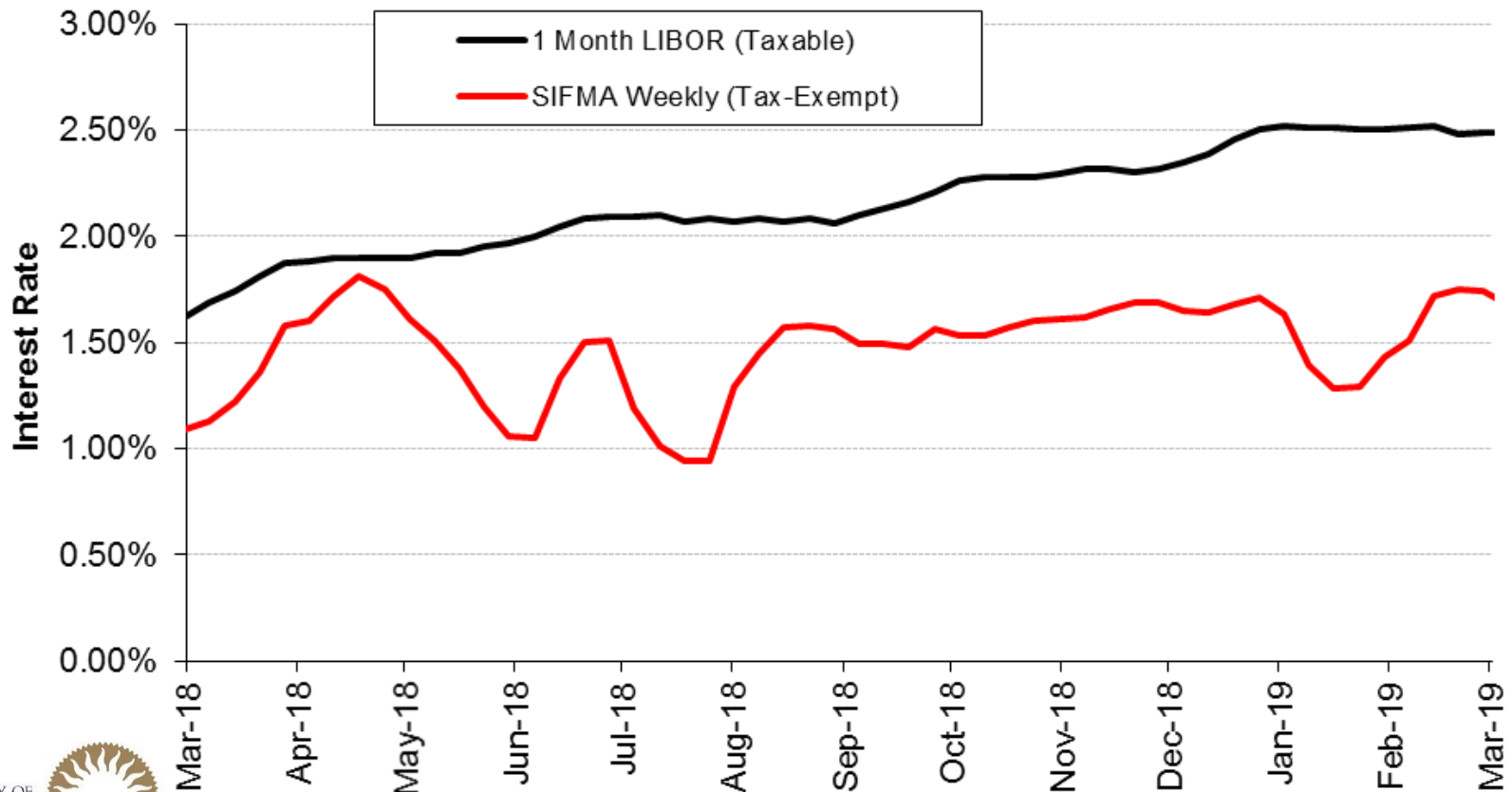
Ten-Year Tax-Exempt Market Index (Fixed Rate)

- 10-year historic tax-exempt long-term interest rates averaged 3.67% and are currently at 3.36% (as of 4/11/19)



Variable Taxable and Tax-Exempt Interest Rates

- Tax-Exempt SIFMA weekly interest rates paid by the City averaged 1.54% in Q3 and are currently at 1.54% (as of 4/10/2019)
- Taxable LIBOR monthly interest rates paid by the City averaged 2.50% in Q3 and are currently at 2.48% (as of 4/11/2019)



City of San José – Credit Ratings¹

- City continues to maintain high general obligation (G.O.) credit ratings of Aa1/AA+/AA+ and lease revenue bond ratings of Aa2-Aa3²/AA/AA
 - City G.O. bonds continue to be rated higher than State of California (Aa3/AA-/AA-)
 - Santa Clara County G.O. bonds are rated Aa1 by Moody's, slightly higher by S&P (AAA), and AA+ by Fitch
- SJC Airport bonds are rated A2/A/A-
- SARA Senior Tax Allocation Bonds are rated AA by both S&P and Fitch and the Subordinate Tax Allocation Bonds are rated AA- by both S&P and Fitch³

¹ Ratings are listed in the following order by rating agency (unless noted otherwise): Moody's/S&P/Fitch.

² Moody's determines its lease revenue bond ratings, in part, based on "essentiality" of leased asset; bonds tied to an essential asset like City Hall carry a higher rating (Aa2) than bonds tied to a less essential asset like the Convention Center (Aa3).

³ Successor Agency to the San Jose Redevelopment Agency Bonds are not rated by Moody's.

Third Quarter Investment Management Report for Fiscal Year 2018-2019

Investment Policy (Council Policy 1-12)

- Conforms to the California Government Code Sections 53600 et seq.
- Authorized investments only include high grade fixed income securities. (Long-term rating A or higher; Short-term rating A1/P1/F1)
- Policy is reviewed annually and shall be adopted by resolution of the City Council
- Investment Program is audited semiannually for compliance purposes

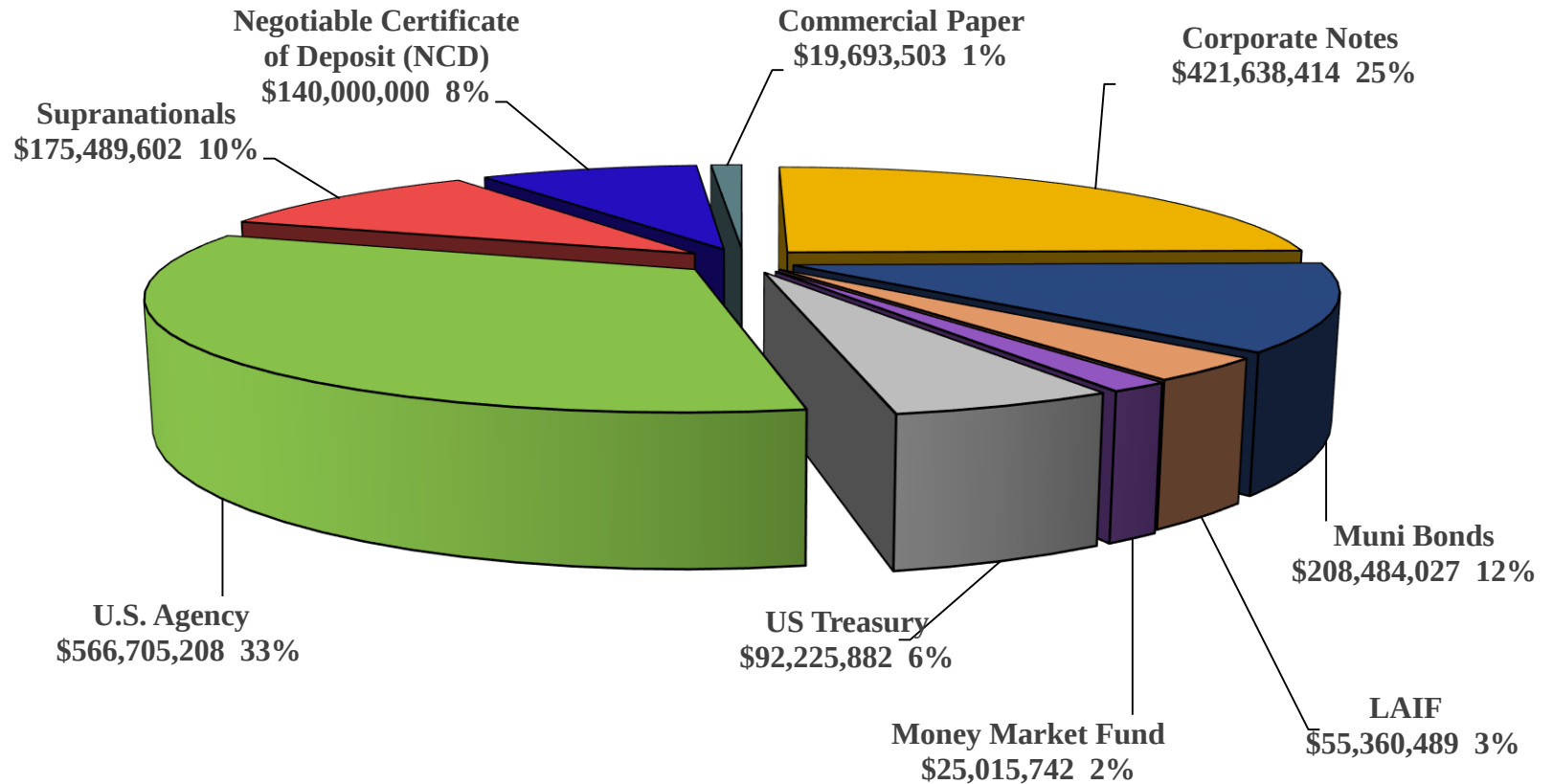
Investment Objectives & Reporting

- Manage investments to meet the City's objectives:
 - Safety
 - Liquidity
 - Yield
- Quarterly reports on-line, placed on PSFSS Committee agenda and separately agendized for City Council's acceptance

Summary of Portfolio Performance

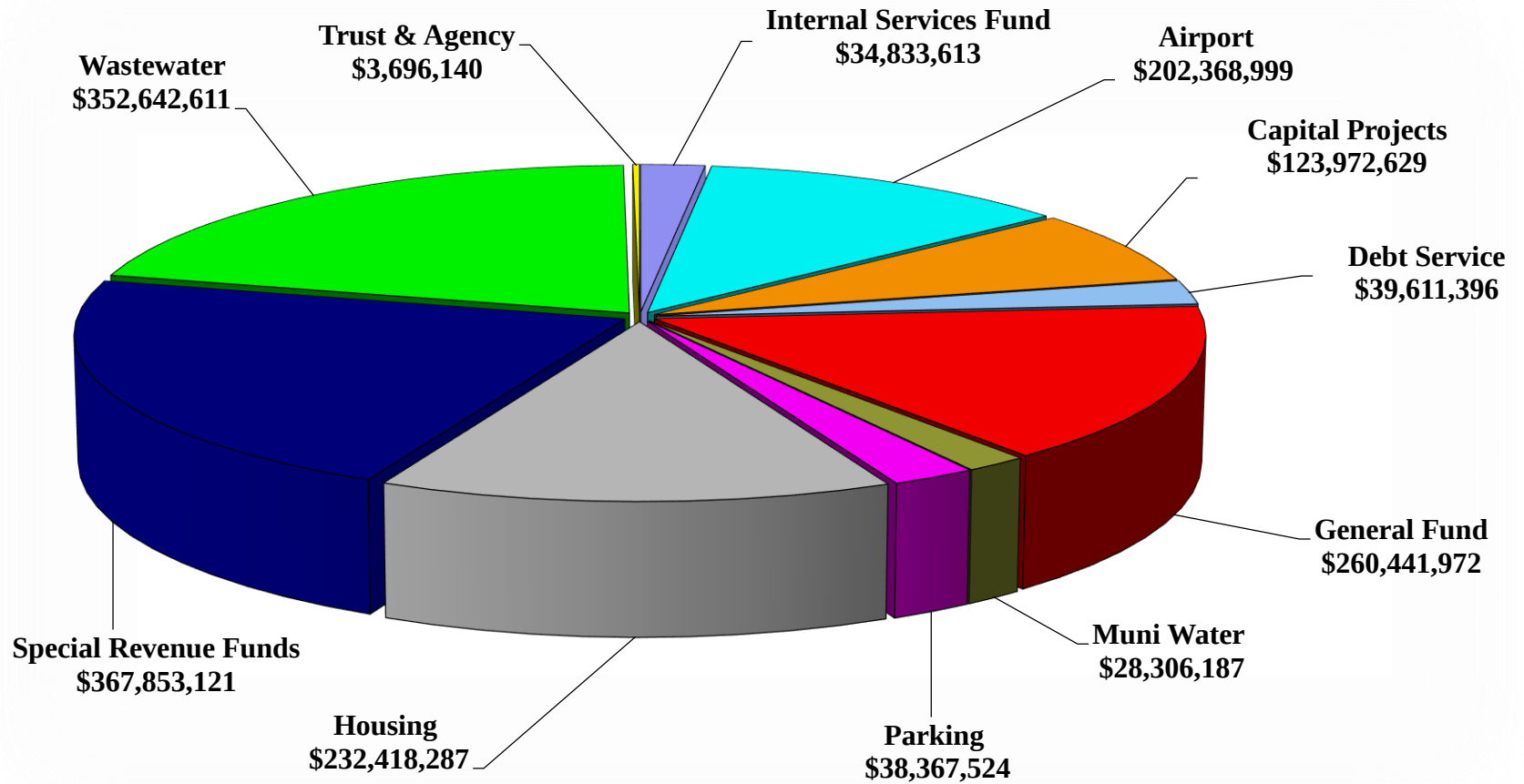
- Size of total portfolio: \$1,704,612,867
- Earned interest yield: 2.289%
- Weighted average days to maturity: 579 days
- Fiscal year-to-date net interest earnings: \$24,963,754
- No exceptions to the City's Investment Policy during this quarter
- The City's external auditor, Macias, Gini, & O'Connell LLP, evaluated the City's investment program for the six months ended December 31, 2018. The report noted no exceptions to the Investment Policy and a copy is attached to the Third Quarter Investment Report.

Portfolio Investment



Total Investment Portfolio = \$1,704,612,867

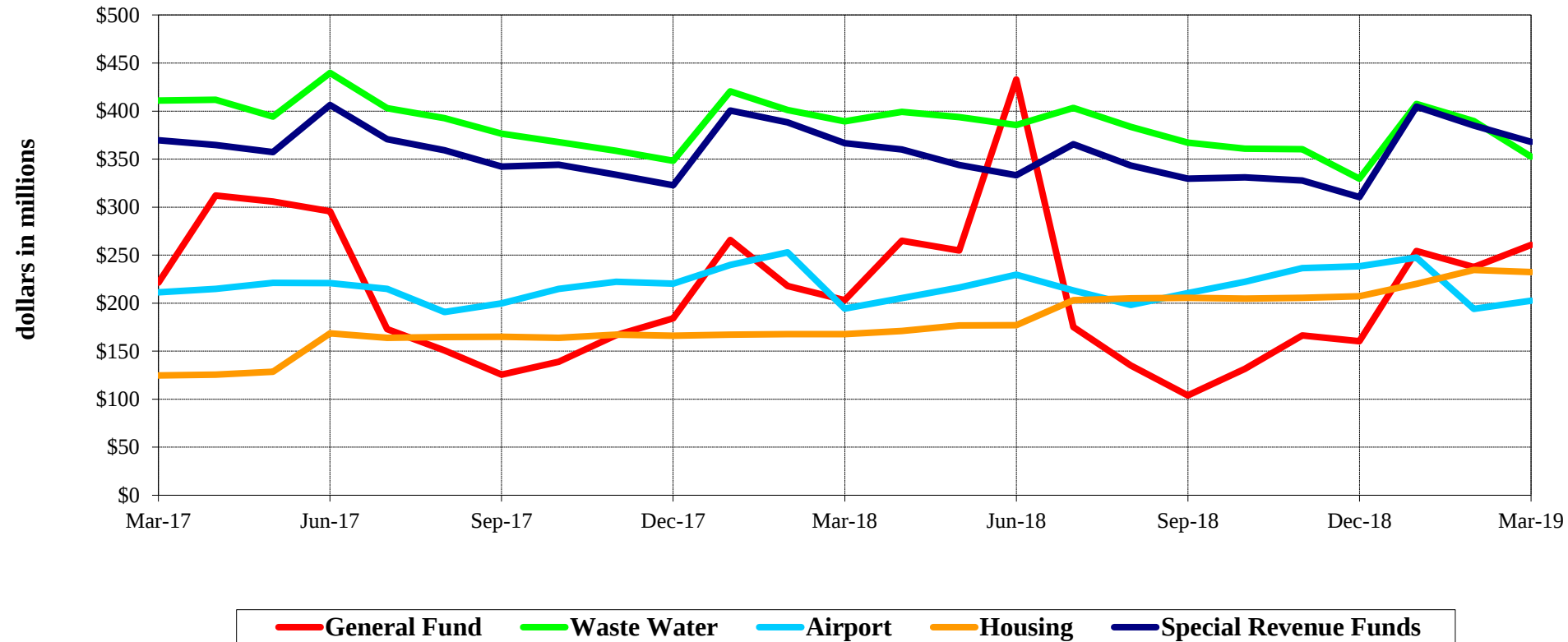
Investment by Fund



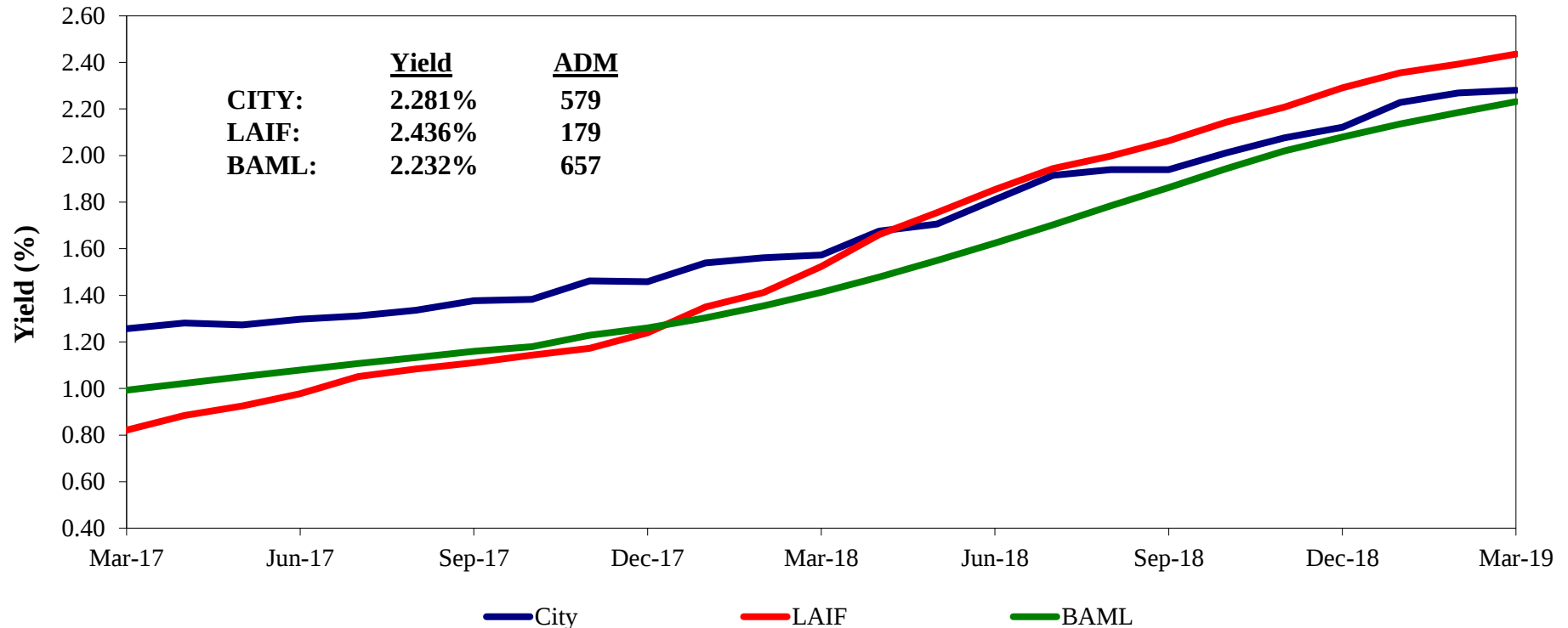
General Fund Balances

- General Fund balances increased by approximated \$100.18 million to \$260.44 million this quarter, as the bulk of property taxes were received
- Projected investment maturities and revenue are sufficient to cover anticipated expenditures for the next six months

Comparison of Cash Balances by Select Funds



Benchmark Comparisons



Notes:

1. City refers to City's Fund 1 Portfolio, and the yield data are month end weighted average yields.
2. LAIF refers to the State of CA Local Agency Investment Fund and yield data are average monthly effective yields.
3. BAML refers to Bank of America Merrill Lynch 1-3 Year AAA-A US Corporate & Government Index and yield data are rolling 2-year effective yield

Investment Strategy

- Continue matching investment maturities with known expenditures within the 24-month horizon
- Extend a portion of the portfolio beyond two-year term, when appropriate, to provide income and structure to the portfolio
- Maintain the diversification of the portfolio
- Focus on core mandate of safety, liquidity, and yield

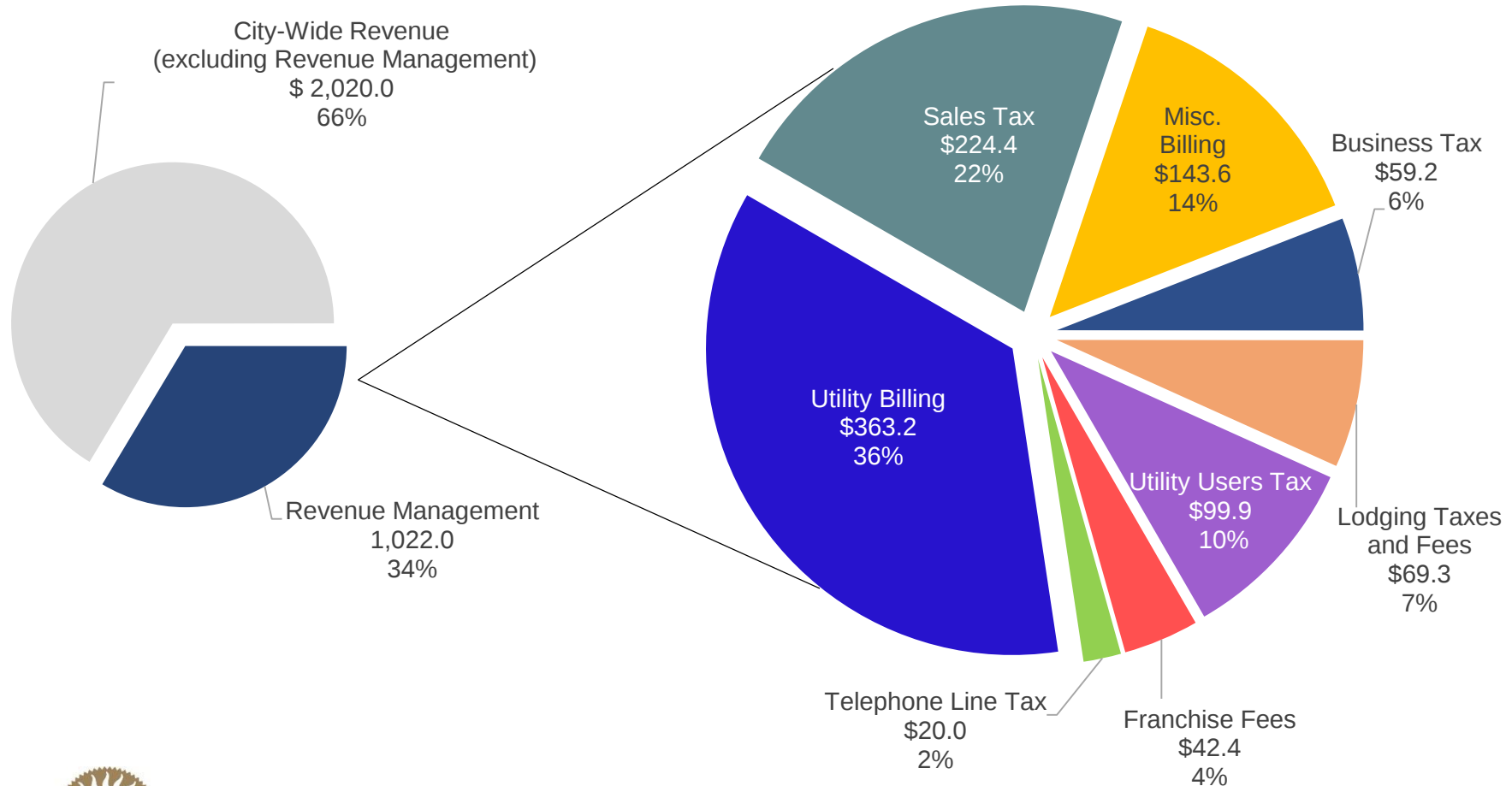
Third Quarter Revenue Management Report for Fiscal Year 2018-2019

Revenue Management Programs

- Finance Department revenue collection efforts focus on reducing delinquent accounts receivable and enhancing revenue compliance in four primary collection programs:
 - Accounts Receivable
 - Business Tax
 - Compliance and Monitoring
 - Utility Billing
- Efforts may span several reporting periods and actual collections are reported when funds are received by the City

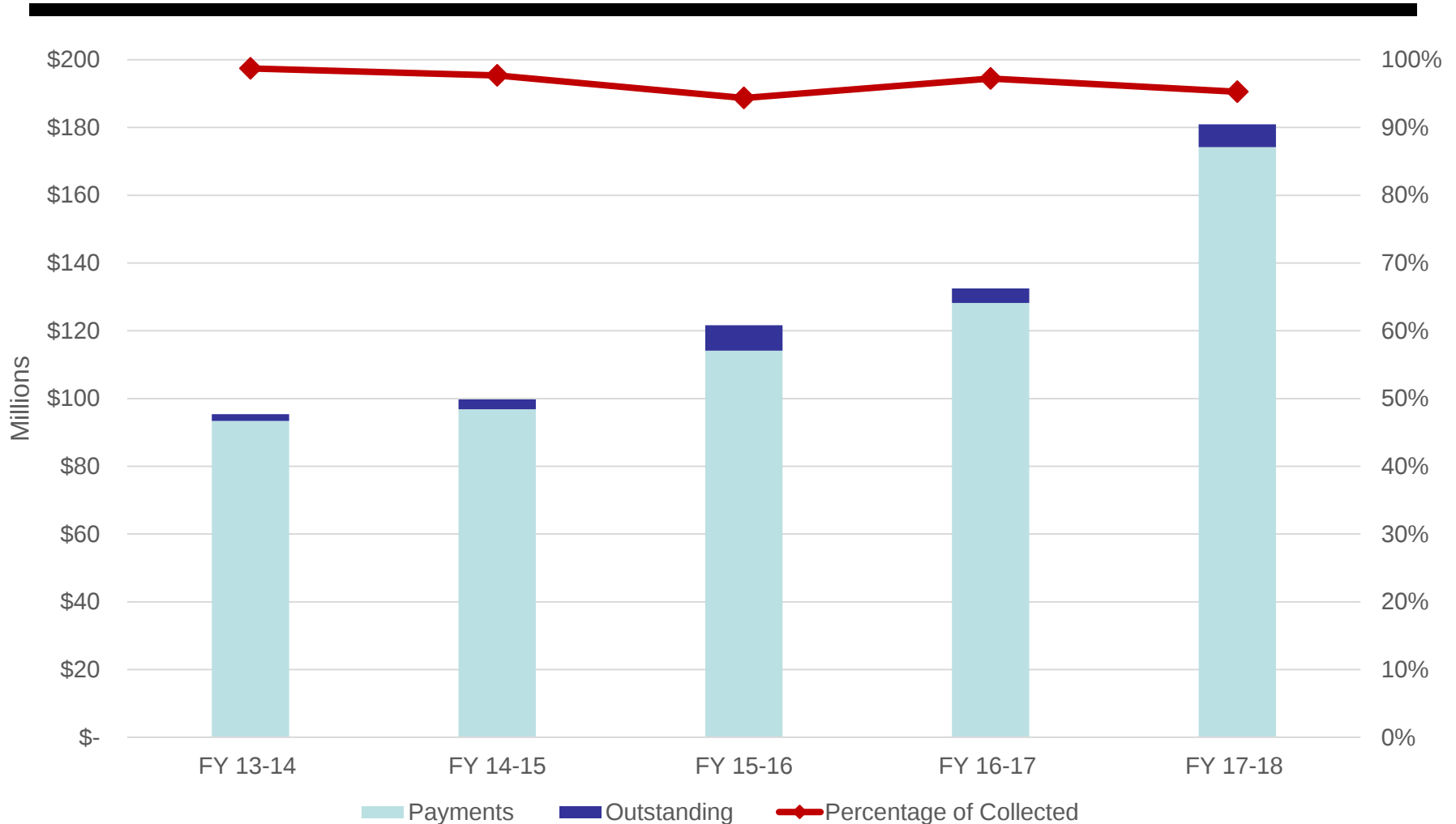
Revenue Management Portfolio

FY 2017-18 Revenue (\$ in millions)



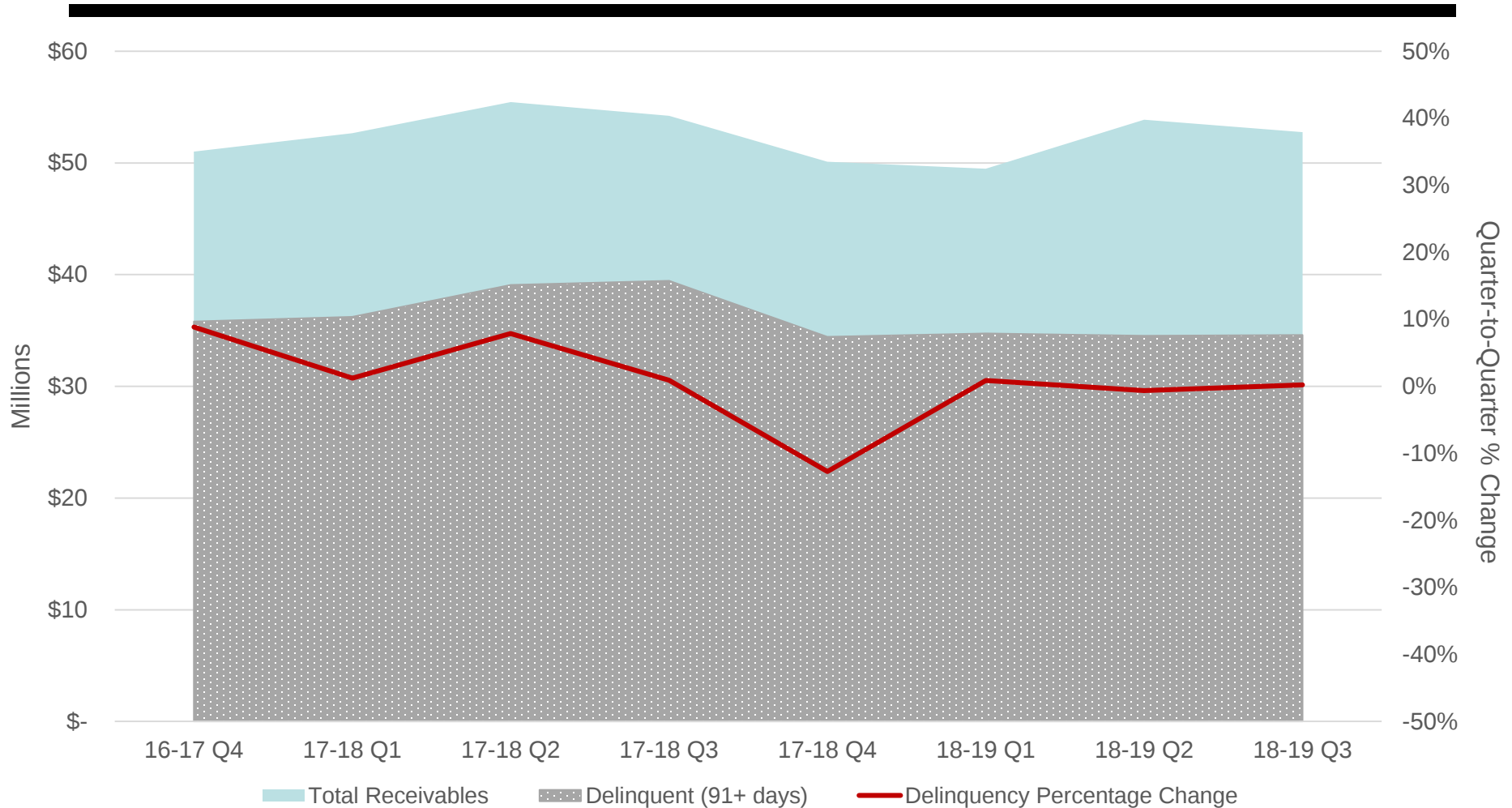
Invoicing and Payments

5 Years History (FY 2013-14 to FY 2017-18)



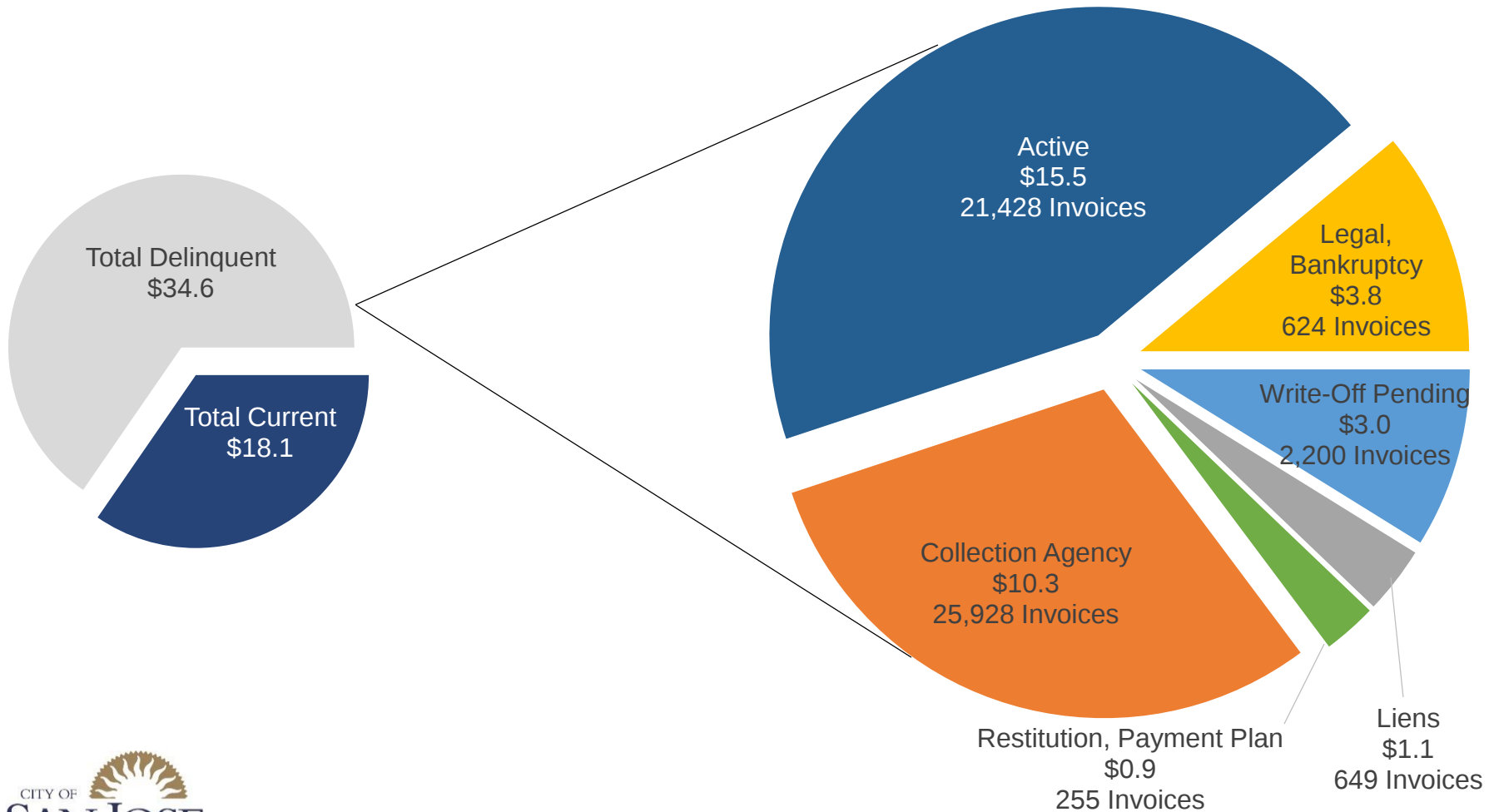
Outstanding Receivables

Two Year History

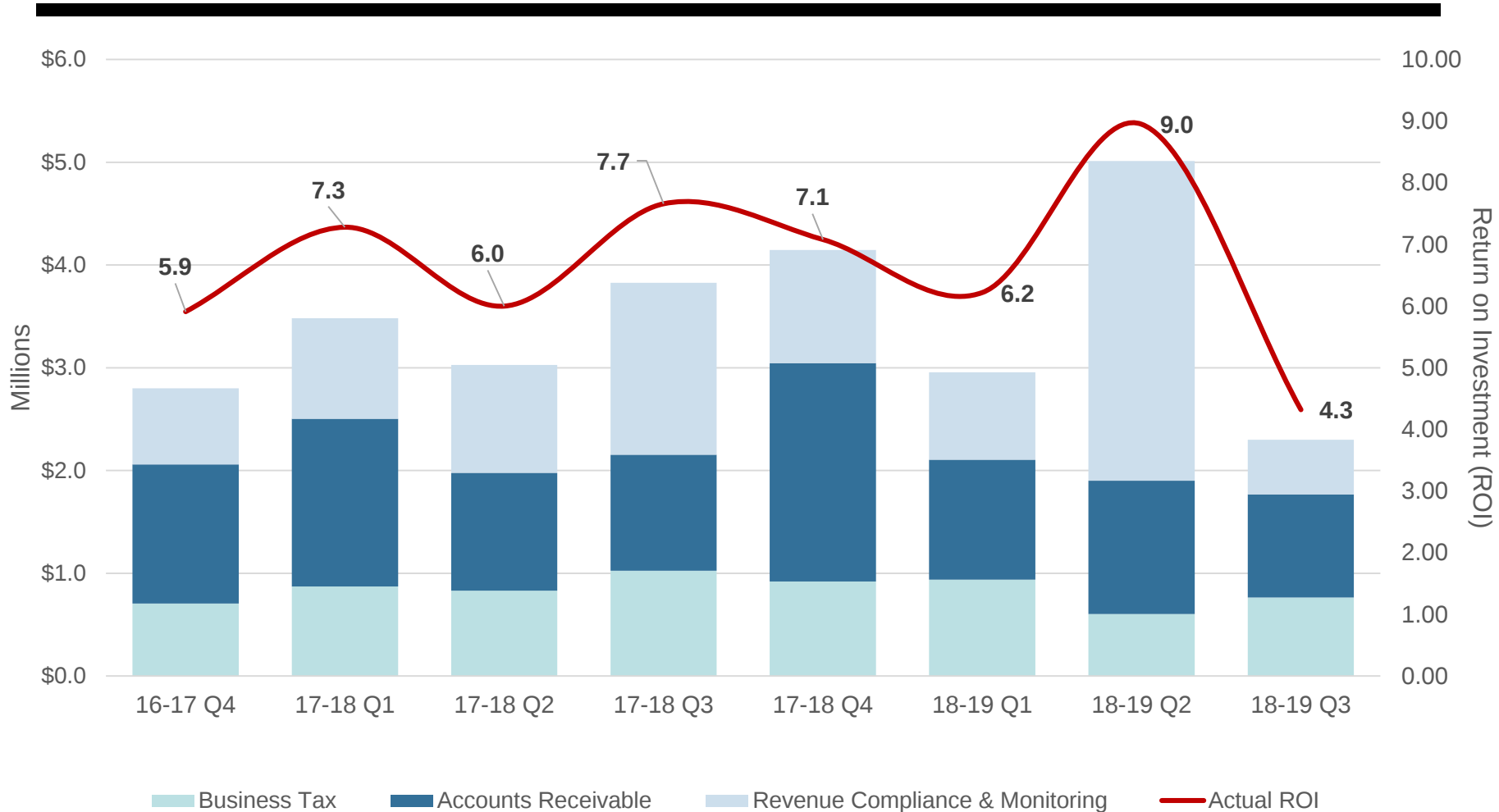


Delinquent Receivables

Collection Status Summary (\$ in millions)



Collections & Return on Investment



Target ROI: 5.5

Collection and Write-Off Process

Delinquency Notifications Sent to Debtor

- 30 Day Notice, 60 Day Notice, Final Notice

Collection Agency Referral Analysis

- Cost-benefit analysis of staff time vs. receivable amount
- City's ability to collect through alternative means
- Type of service billed or receivable amount

Analysis for Write-Off

- Collection efforts exhausted
- Debtor has no assets, filed bankruptcy, expiration of statute, deceased, incarcerated, or "skipped"

Recommendation

1. Accept the Third Quarter Financial Reports for Fiscal Year 2018-2019 for the following programs:
 - Debt Management
 - Investment Management
 - Revenue Management
2. Refer the Third Quarter Financial Reports for Fiscal Year 2018-2019 to the June 4, 2019 City Council meeting for full adoption
3. Forward recommendation to City Council for June 4, 2019 City Council Meeting to adopt resolution authorizing the Director of Finance to write-off uncollectable debts in amounts up to \$556,731.95.