



Presented by Multi-Bank Securities, Inc. and the Federal Home Loan Banks

About Multi-Bank Securities, Inc. (MBS)



- Serving clients since 1988
- Proudly veteran-owned
- Member of FINRA & SIPC; MSRB registered
 - CRD No. 22098
- Due diligence financials
- 5,000+ institutional accounts
- Approved agency underwriter
 - FHLB, Freddie Mac, Fannie Mae, Farmer Mac, and FFCB
- Major underwriter of CDs and share certificates
- Developer and sole provider of eConnectDirect®



Public Funds Investor Guide





The **Public Funds Investor Guide** is available to MBS clients at no cost through the Multi-Bank Securities Institute:

http://institute.mbssecurities.com

Discussion Topics



- Current rate environment
- Federal Reserve Open Market Committee (FOMC) discussion
- Investment strategies
- How to leverage technology to invest more effectively
- Federal Home Loan Banks (FHLB)

Randy Glasbergen / glasbergen.com

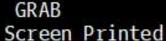
INVESTMENTS AND FINANCIAL PLANNING



"I always rub moisturizer on your check. It keeps your funds from drying up."

U.S. Treasury Curve – 2016 vs. 2019

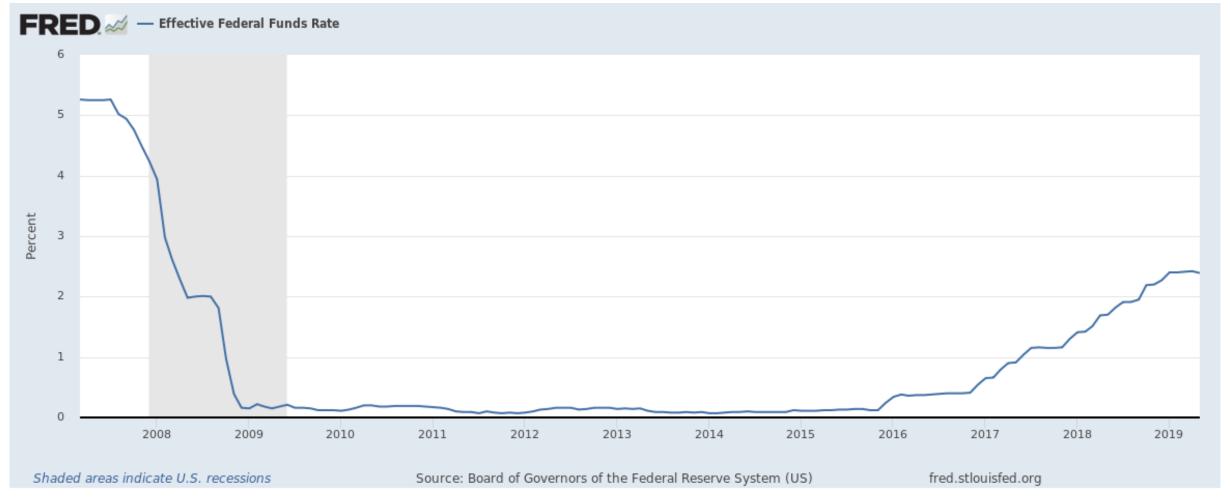






Effective Federal Funds Rate 3/07 - 5/19



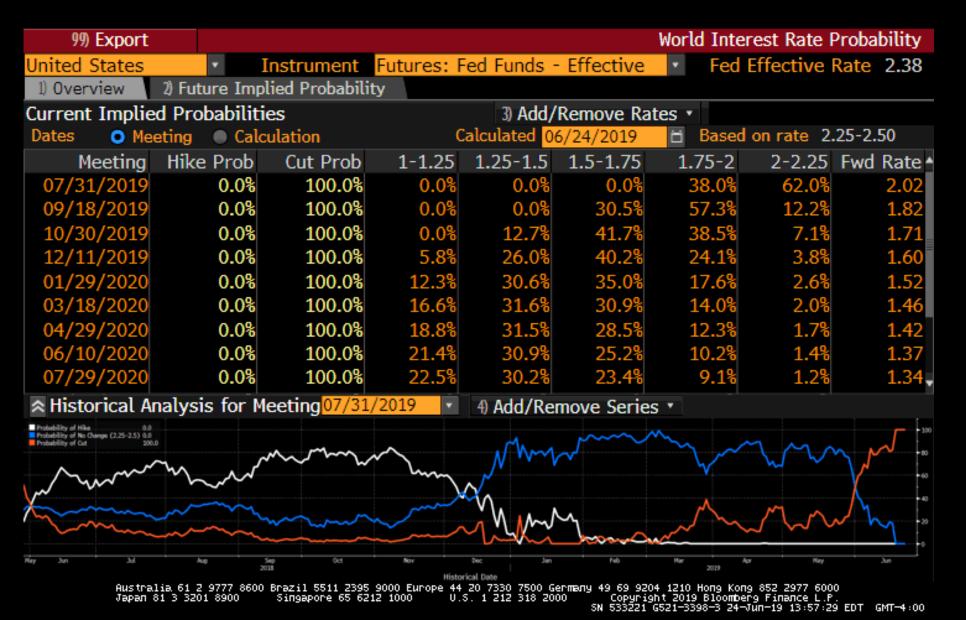


Updated June 24, 2019

World Interest Rate Probability



GRAB



Federal Reserve Open Market Committee MBS MULTI-BANK SECURITIES, INC.



Two views of monetary policy:

- Hawks
 - Favor tighter monetary policy, with an emphasis on controlling inflation
 - Raise rates
- Doves
 - Favor easier monetary policy, with an emphasis on maintaining maximum employment
 - Lower rates

Federal Reserve Open Market Committee MBS MULTI-BANK SECURITIES, INC.



2019 FOMC Members

- Jerome H. Powell: Neutral
- John C. Williams: Aggressive dove
- Michelle W. Bowman: ?
- Lael Brainard: Dove
- James Bullard: Dove
- Richard H. Clarida: Dove
- Charles L. Evans: Dove

- Esther L. George: Hawk
- Randal K. Quarles: Hawk
- Eric Rosengren: Hawk



Key Components of an Investment Strategy



INVESTMENT OBJECTIVES — State Statutes and your investment policies dictate that Investment objectives include **safety** of capital, **liquidity** of funds and **yield**.

Types of Investment Strategies

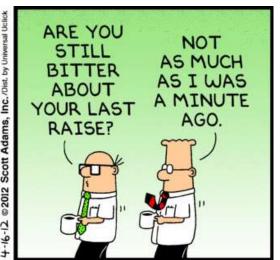


- Cash flow
- Barbell
- Diversification
- Laddering

Always recommend talking with someone who is familiar with the markets and understands your liquidity needs before implementing strategies.



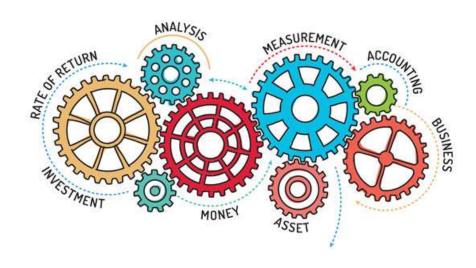




Strategies: Cash Flow



- Debt service
- Construction payments
- Interest payments



A cash flow forecast can help you make strategic investment decisions to meet your projected cash flow needs.

Strategies: Barbell



- Concentrates holdings in both short-term and long-term maturities to avoid the intermediate terms of the yield curve
- Allows one portion of the portfolio to achieve high yields while the other portion minimizes risk and creates liquidity to invest elsewhere
- · Works best when long-term yields fall and short-term yields rise



Strategies: Diversification



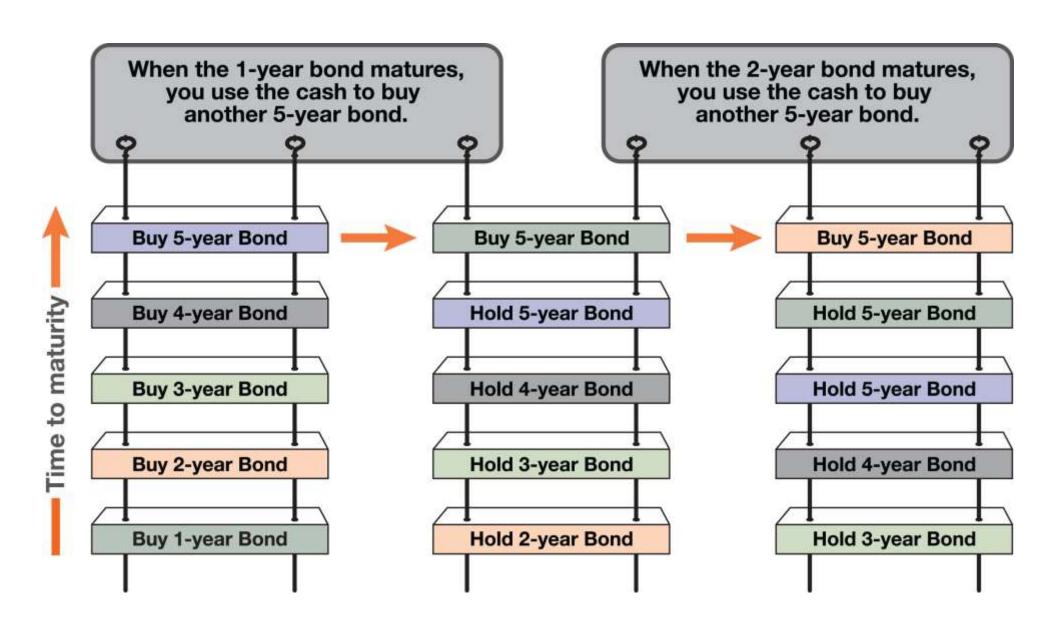
- Don't put all your eggs in one basket
- Take advantage of different products
- Include fixed rates, step-ups, bullets, callables and other structured securities
- Ladder maturities and call dates



Diversification can help you manage risk and reduce the overall impact that changing rates might have on your CD/bond portfolio.

Strategies: Laddering





How to Leverage Technology



- The MBS and eConnectDirect solution
- Proprietary fixed-income investment platform
- Premier Corporate Partnership with the National Association of Counties (NACo)
- MBS works with more than 1,000 government investors
 - Counties, cities, school districts, special districts and more



The eConnectDirect Solution



- Access thousands of offerings from hundreds of brokers, all in one location – on your desktop!
- Stop wondering if you're getting the best yield
- Our tools help you invest with more confidence & transparency
 - Insurance scrub
 - Investment policy tool
 - Request a quote
 - Ladder builder
 - Portfolio management tools
 - And more...



eConnectDirect: Dashboard



Request a Quote

Investing

Funding

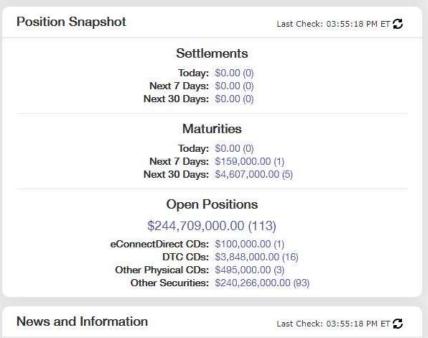
Manage Orders

Manage Positions Securities Accounts

Reports

Institution Find Due Diligence





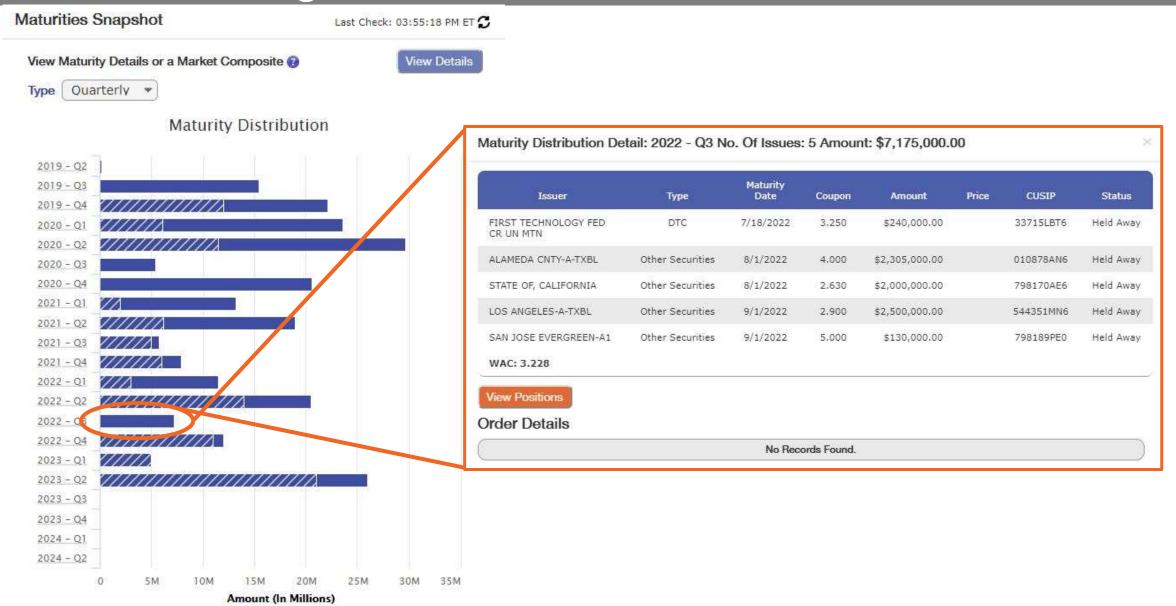




Current Order

Not Settled Positions

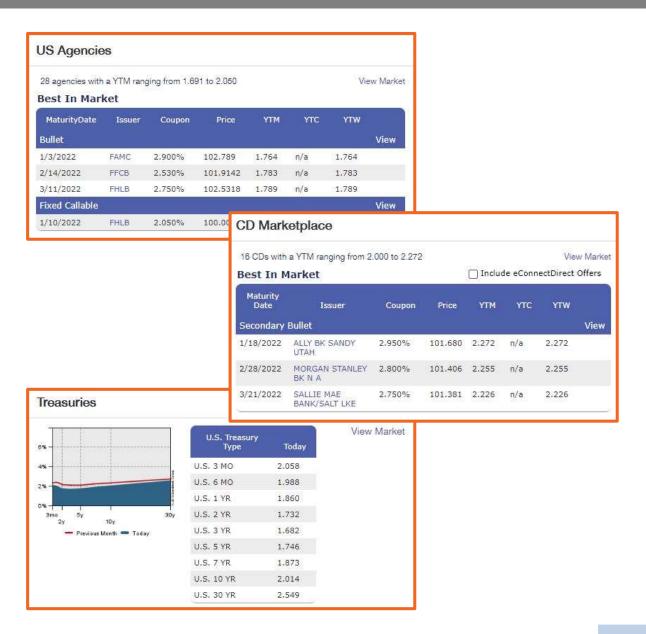




One-Click Market Composite







eConnectDirect: CD Search



Investing Funding

View/Buy Manage Orders Manage Positions Due Diligence Dashboard Securities Accounts Reports Institution Find CD Marketplace U.S. Agencies Treasuries Corporates Munis CRAs CD Marketplace → Search Criteria **Current Order Summary** 0 Items: Type

O

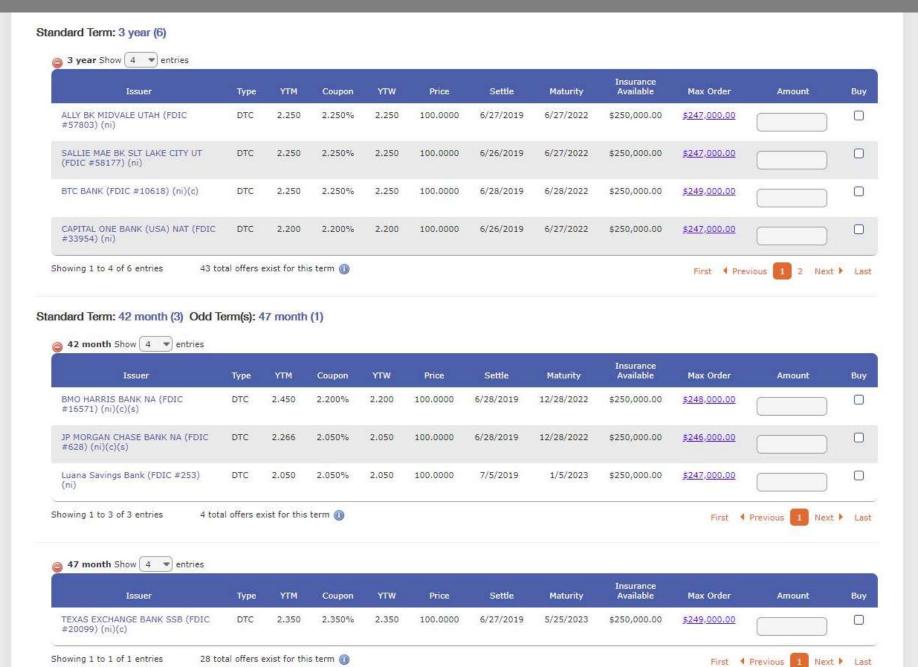
DTC
O

eConnectDirect
O

Both \$0 Total Amount: New Issues Secondary Both Fixed Step-Up Both Go to Current Order View Details Structure Bullet Callable Both Max Price Per Bond (e.g., 105 or 102.5) Saved Searches CUSIP (1) Term Saved Search Criteria To 5 Show Standard Terms Only Maturity Date Months Years Minimum Offer Quantity Save Current Search Criteria As Settlement Date Range m To Monthly Quarterly Semi-Annual Annual At Maturity Default (1) Insurance Number Designations (I) CDFI OMDI OLID **Default Sort** By default 'Insurance Scrub' and 'Issuer Filter(s)' are descending . enabled. You can change these settings using the 50 - Distinct Issuers Offers Per Term @ buttons below. Insurance Scrub Is On. Turn Insurance Scrub Off Refresh All Data Issuer Filter(s) Are On. Reset Criteria Search Turn Issuer Filter(s) Off [Edit Filter]

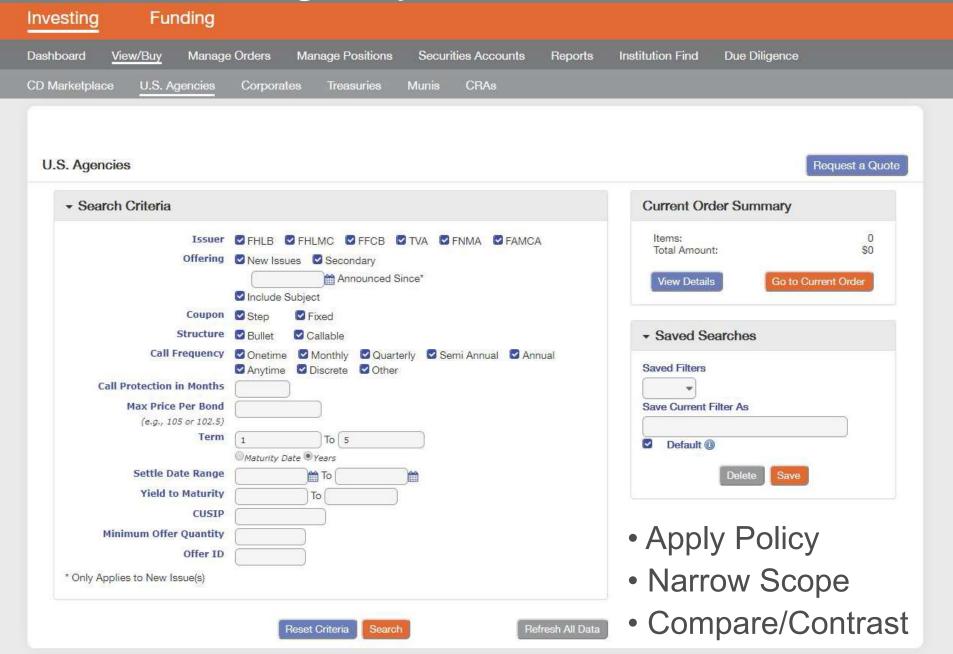
eConnectDirect: CD Search Offers





eConnectDirect: Agency Search





eConnectDirect: Agency Search Offers



Callable bonds with no future call dates are displayed as bullets.

Order quantities are not confirmed until purchase has been completed.

(ni) New Issue (c) Callable (s) Step Coupon

Settle Date	Maturity Date	Issuer	CUSIP	Term (Years)	Coupon	Price	Call Frequency	Call Protection (Months)	YTM	YTW	үтс	Qty (Par Amount)	Amount (Par Amount)	Buy (Par Amount)
/2/2019	2/28/2029	FHLB (c) (s)	3130AATK4	9.7	2.000%	99.8100	Quarterly	2	4.649	2.292	3.205	100,000		
/2/2019	6/1/2033	FHLB (c)	3130AECG3	13.9	4.200%	101.8160	Anytime	11	4.028	2.180	2.180	3,550,000		
/2/2019	11/6/2028	FHLB (c)	3130AFBB2	9.3	4.050%	100.7300	Anytime	4	3.955	1.905	1.905	2,970,000		
/2/2019	11/6/2028	FHLB (c)	3130AFBB2	9.4	4.050%	100.7305	Anytime	4	3,955	1.903	1.903	2,970,000		0
/2/2019	5/3/2038	FFCB (c)	3133EJMZ9	18.8	4.140%	103.3000	Anytime	22	3,891	2.293	2,293	4,465,000		
/2/2019	5/3/2038	FFCB (c)	3133EJMZ9	18.8	4.140%	103.3500	Anytime	22	3,887	2.266	2.266	4,465,000		
/2/2019	5/18/2033	FHLB (c)	3130AEAS9	13.9	4.000%	101.5150	Anytime	11	3.858	2.245	2,245	650,000		
/2/2019	5/20/2044	FHLB (c)	3130AGGC3	24.9	3.850%	100.5500	Anytime	5	3,815	2.391	2.391	1,000,000		0
/2/2019	9/28/2029	FHLMC (c) (s)	3134GAEY6	10.2	1.750%	99.1140	Quarterly	2	3.802	2.187	5.482	1,374,000		
/2/2019	6/30/2026	FHLMC (c) (s)	3134G9WD5	7	1.750%	99,4362	Quarterly	2	3,793	2.110	4.079	267,000		0
/2/2019	5/6/2039	FHLB (c)	3130AGDF9	19.8	3.820%	100.6180	Anytime	4	3.775	2.002	2.002	4,800,000		
/2/2019	5/13/2039	FHLB (c)	3130AGES0	19.9	3.800%	100,4750	Anytime	4	3,766	2.470	2.470	2,950,000		0
/2/2019	5/13/2039	FHLB (c)	3130AGES0	19.9	3.800%	100.4750	Anytime	4	3.766	2.470	2.470	2,950,000		
/2/2019	6/23/2031	FHLB (c) (s)	3130A8B44	12	2.000%	99.2190	Quarterly	3	3,735	2.440	5.511	5,750,000		0
/2/2019	6/23/2031	FHLB (c) (s)	3130A8B44	12	2.000%	99.3700	Quarterly	2	3.720	2.387	4.828	2,000,000		
/2/2019	6/3/2039	FHLB (c)	3130AGK46	19.9	3.750%	100,4880	Anytime	5	3,715	2.566	2,566	1,590,000		0
/2/2019	7/19/2033	FHLB (c)	3130AEKX7	14	4.000%	103.1650	Anytime	25	3.709	2.406	2.406	2,800,000		
/2/2019	5/20/2039	FFCB (c)	3133EKLU8	19.9	3.780%	101.1000	Anytime	11	3.701	2.511	2,511	14,536,000		0
/2/2019	5/20/2039	FFCB (c)	3133EKLU8	19.9	3.780%	101.1000	Anytime	10	3.701	2.511	2.511	14,536,000		
/2/2019	8/2/2038	FFCB (c)	3133EJVS5	19.1	4,140%	106.0160	Anytime	50	3,698	2.578	2,578	800,000		0
/2/2019	5/20/2039	FFCB (c)	3133EKLU8	19.9	3.780%	101.2000	Anytime	11	3,694	2.397	2.397	15,500,000		
/2/2019	10/20/2032	FHLB (c) (s)	3130ACHW7	13.3	2.250%	100.0750	Quarterly	1	3,671	0.746	0.746	115,000		0
/2/2019	11/26/2031	FHLB (c) (s)	3130AA2Q0	12.4	2.250%	99.8000	Quarterly	2	3.653	2.336	3.582	500,000		
/2/2019	12/4/2028	FHLB (c)	3130AFH42	9.4	4.000%	102,9000	Anytime	17	3.633	1.922	1.922	1,915,000		0
/2/2019	12/4/2028	FHLB (c)	3130AFH42	9.4	4.000%	102.9000	Anytime	17	3.633	1.922	1.922	1,915,000		
/2/2019	11/25/2031	FHLB (c) (s)	3130A9X63	12.4	2.000%	98,8490	Quarterly	2	3,630	2.497	9,912	100,000		0

eConnectDirect: Compare



Investing

Funding

Dashboard View/Buy Manage Orders Manage Positions Securities Accounts Reports Institution Find Due Diligence

CD Marketplace U.S. Agencies Corporates Treasuries Munis CRAs

Offer Detail	
Offer Detail	
CUSIP:	3133EKRG3
Issuer:	FFCB
Offer Type:	Secondary
Announce Date:	06/10/2019
Issue Date:	06/17/2019
Term:	1.7 In Years
Coupon:	1.950%
Price:	100.2300
YTM:	1.815
YTW:	1.815
Accrued Days:	0
Maturity Date:	03/17/2021
Settle Date:	06/25/2019
Coupon Type:	Semi Annual
First Coupon Date:	09/17/2019
Callable:	No
Issued Amount:	245MM
Minimum Order Qty:	\$400,000
Maximum Order Qty:	5,000,000

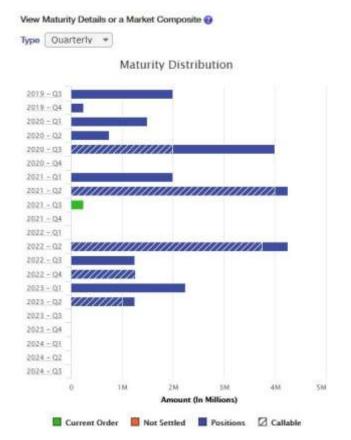
Offer Detail								
Offer Detail								
CUSIP:	3130AATK4							
Issuer:	FHLB							
Offer Type:	Secondary							
Announce Date:	02/13/2017							
Issue Date:	02/28/2017							
Term:	9.7 In Years							
Coupon:	2.000%							
Price:	99.8100							
YTM:	4.649							
YTW:	2.292							
YTC:	3.205							
Accrued Days:	0							
Maturity Date:	02/28/2029							
Settle Date:	07/02/2019							
Coupon Type:	Semi Annual							
First Coupon Date:	08/28/2017							
Call Frequency:	Quarterly	Quarterly						
Callable:	Yes							
Next Call Date:	08/28/2019							
Call Details:	8/28/2017 🔻							
Step Details:	Rate	End Date						
	2	2/28/2020						
	3	2/28/2023						
	4	2/28/2025						
	5	2/28/2026						
	6 8	2/28/2027						
	10	2/28/2028						
	10	2/28/2029						
Call Protection:	2 (In Months)							
Issued Amount:	20MM	20MM						
Minimum Order Qty:	\$100,000	\$100,000						
Maximum Order Qty:	100,000							

Offer Detail	
CUSIP:	3134GTWH2
Issuer:	FHLMC
Offer Type:	Secondary
Announce Date:	06/20/2019
Issue Date:	06/24/2019
Term:	2 In Years
Coupon:	2.250%
Price:	100.0300
YTM:	2.235
YTW:	2.128
YTC:	2.128
Accrued Days:	0
Maturity Date:	06/24/2021
Settle Date:	06/25/2019
Coupon Type:	Semi Annual
First Coupon Date:	12/24/2019
Call Frequency:	Quarterly
Callable:	Yes
Next Call Date:	09/24/2019
Call Details:	9/24/2019 🕶
Call Protection:	3 (In Months)
Issued Amou <mark>n</mark> t:	75MM
Minimum Order Qty:	\$200,000
Maximum Order Qty:	1,000,000

eConnectDirect: Shopping Cart Selection



Product	Term	Rate	Issuer	CUSIP	Amount		Maturity	Settlement	Yield	Pay Frequency	Ассоц	unt	Status	Change
Agency (Secondary) (BUY)	26 month	2,375%	FHLB	313378JP7	Amount Price Principal Accrued Interest (112 Days) Net Amount	\$247,000 101.0860 \$249,682,42 \$1,825.06 \$251,507,48	09-10-2021	07-02-2019	YTM: 1.866 YTW: 1.866	Semi Annual	RMB	•	READY	Remove



Order # 24487 has been approved on eConnectDirect

Total Amount

\$247,000

Remove All



Order details

Issuer: FNMA 1.750 4/23/2021 CUSIP: 3136G0Q95 Order Number: 24487 Transaction: BUY Product: Security Amount: \$100,000.00 Net Amount: \$99,906.94 Settle Date: 1/27/2015

Whether you prefer to work independently or side-by-side, there is **ALWAYS** a licensed representative available to help!



Investing

Dashboard View/Buy Manage Orders Manage Positions Securities Accounts Reports Institution Find Due Diligence View Positions

Add Positions

6/30/2017

Security

6/30/2020

1.700%

Open Positions

\$26,597,000.00 (30)

View Wire Out Requests

DTC CDs: \$3,982,000,00 (16) Other Physical CDs: \$1,000,000.00 (1) Other Securities: \$21,615,000.00 (13)

SUMMIT COMMUNITY BANK

Upcoming/Recent Maturities

Today: \$0.00 (0)

+ 7 Days: \$1,600,000.00 (2) + 30 Days: \$3,600,000.00 (3) - 7 Days: \$0.00 (0)

Other

Requires Closing: \$0.00 (0) Pending Settlement: \$0.00 (0) Open Wire Out Requests: \$0.00 (0) Recently Edited: \$0.00 (0)



\$250,000.00

\$250,000.00

86604XLY0

eCD69256

34102

Away





Maturity notifications

Accrued interest reports

Upcoming maturity on 8/5/2016.

Position details

Type: Physical CD Status: Held Away

Issuer: NATIONAL COOPERATIVE BANK, N.A.

Amount: \$249,000.00 Maturity Date: 8/5/2016 Position Number: 2197768

Account: XXXX6701

Click here to view this position on eConnectDirect

Your Multi-Bank Securities representative is

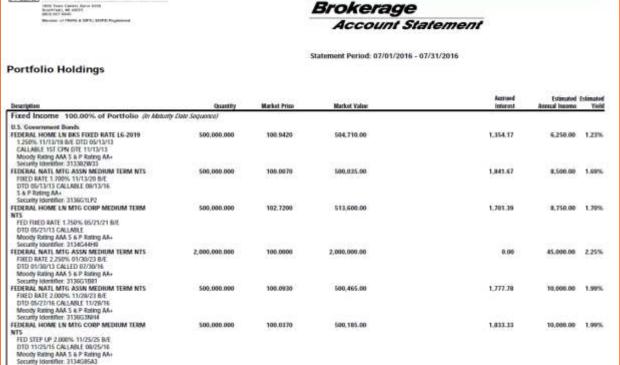
Phone : Email :



DATE				IM	TEREST
PURCHASE	BANK NAME 🔻	С	D AMOUNT 🔻		RATE [
2/1/2013	FARMERS STATE BANK HOSMER SD	\$	249,000.00		1.00%
3/4/2013	THE FIRST FKA BAY BANK - HATTIESBURG, MS	\$	83,000.00	- 1	1.00%
3/4/2013	THE FIRST FKA BAY BANK - HATTIESBURG, MS	\$	83,000.00	1	1.00%
3/4/2013	THE FIRST FKA BAY BANK - HATTIESBURG, MS	\$	83,000.00	:	1.00%
3/13/2013	THE UPSTATE NATIONAL BANK - ROCHESTER NY	\$	99,000.00	(n 9n%
3/13/2013	THE UPSTATE NATIONAL BANK - ROCHESTER NY	\$	99,000.00		MBS
3/22/2013	LEGACY BANK OF FLORIDA - BOCA RATON FL	\$	99,000.00		
3/25/2013	STATE BANK OF TEXAS FKA NAT'L REPUBLIC - CHICAGO	\$	249,000.00		
12/3/2012	PRIME ALLIANCE BANK - WOODS CROSS, UT	\$	249,000.00		
12/12/2012	BANK OF THE BLUEGRASS & TRUST - LEXINGTON KY	\$	249,000.00		Portf
3/20/2013	FIRST EAGE BANK - HANOVER PARK IL	\$	249,000.00		
12/26/2013	FIRST STATE BANK OF DEQUEEN, DEQUEEN AR	\$	249,000.00		Description
12/26/2013	FAR EAST NATIONAL BANK - LOS ANGELES CA	\$	249,000.00		U.S. Gov
12/31/2013	BANK OF BORADA, NEW YORK NY	\$	248,000.00		1.2509 CALLA
1/8/2013	WASHINGTON FIRST BANK - WASHINGTON DC	\$	249,000.00		Moody Securit
1/9/2014	M.Y. SAFRA BANK - NEW YORK NY	\$	249,000.00		POED DID 0
1/10/2014	ADIRONDACK BANK - UTICA NY	\$	249,000.00		SECURI FEDERAL NTS

Excel spreadsheets

Monthly statements



MATURITY

2/1/2016

00% 3/4/2016 00% 3/4/2016 00% 3/4/2016 90% 2/14/2016



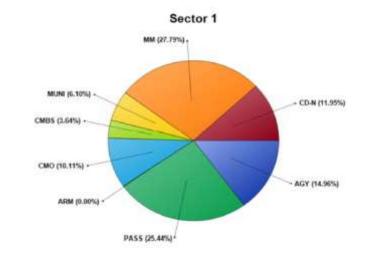
Callable/Puttable Holdings

Portfolio: Citzens State Bank
Currency: USD
Pricing Cate: (528/2015
Representative: Craig McPhee

Par ((00) Identifier	Issuer Name	Coupon	Maturity Options	YTW Date	Price	YTM	YTW	045	DTW	Eff Dur	Pro Conv Flag	Call Date
					7 7 7 7 7 7	17791				DOMESTIC STATE		
249 06414QUP	Bank of North Carolina	1.250	02/27/2018 Call	08/27/2015	100,000	1.253	1253	28	1243	1435	-0.970	06/27/2015
249 12082BCC	First Merchants Bank	0.700	05/24/2017 Call	11/24/2015	109.000	0.700	1.700	3	1484	1319	-0.537	08/24/2015
100 700254EK	PARK ONTY COLO SCHIDIST NO	4.500	12/01/2016 Call	12/01/2015	102.062	3.088	0.413	28	1.494	0.497	0.003 C2	12/01/2015
248 48124JZG	JP Morgan Chase Bank	0.750	11/09/2016 Call	05/03/2016	100.000	0.750	1750	25	1322	1248	-0.140	05/03/2016
250 6268614M	MURRAY CITY UTAH SALES TAX	3.875	12/01/2018 Call	1201/2016	104.368	2564	1946	52	144	1456	0,008 CZ	12/01/2016
249 78658ABJ	Safra National Bank	0.950	01/17/2017 Call	01/15/2017	100.000	0.952	1952	36	1506	0.833	-0.637	07/15/2015
250 689636AK	OTTER TAIL ONTY MINN HSG &	4.000	02/01/2018 Call	02/01/2017	105.109	2 025	1914	42	1,609	1.518	0.017 C2	02/01/2017
205 115583HP	BROWN DEER WIS SCH DIST FOR	4,000	03/01/2018 Call	03/01/2017	105.339	1996	0.926	41	1592	1.995	0.018 C2	03/01/2017
248 94986TPZ	Wells Fargo Bank	1.000	0416/2019 Call	04/16/2017	100.000	2.326	1002	4	1854	2126	-0.128 C2	04/16/2017
300 94222NCF	WATERTOWN WIS WITR SYS REV W	4000	05/01/2018 Call	05/01/2017	105.524	1.130	0.538	-24	1.567	1570	0017 CZ	05/01/2017
247 40434ABS	HSBC Bank	1250	05/13/2019 Call	05/13/2017	100.000	1.623	1250	33	1925	315	-0.489 C2	05/13/2017
250 48122PBF	JUAB SCHOIST UTAH GOISCH	4.000	06/15/2018 Call	06/15/2017	106.257	1876	0.304	27	134	1,950	0.022 C2	06/15/2017
235 640089GG	NEENAH WIS WITR UTIL REV WITR	4.125	12/01/2018 Call	12/01/2017	107.788	1.474	5971	14	2354	2.481	-0.032 C2	12/01/2017
265 2457730K	DELAXAN WIS WTRINKS SYS MTG	4100	12/01/2019 Call	12/01/2017	105.553	2632	1823	101	2343	2524	-0.122 C2	12/01/2017
249 06414TNL	Bank of Northern MI	1.000	01/16/2018 Call	01/16/2018	100.000	1,002	1002	7	2584	1276	-1.090	07/16/2015
249 06584700	Bank of Wisconsin	1.900	08/23/2019 Call	05/23/2018	100.000	1,908	1908	50	2874	2134	-1.490	06/23/2015
200 840/260R	SOUTH SAMPETE UTAH SCHOIST	4.000	09/01/2018 Call	09/01/2018	109.317	1.079	1079	3	3051	3174	0.065 PR	09/01/2018
249-96476Q4Z	Northern Bank & Trust	1,550	01/22/2019 Call	01/21/2019	100.000	1.554	1.554	35	3517	2.285	-0.986	01/21/2016
500 3136G1LP	FEDERAL MATL NTG ASSN	1,700	11/13/2020 Call	11/13/2020	97.572	2.174	2.174	57	5170	3,950	-1,053	08/13/2015
500 3134G44C	FEDERAL HOME LN MTG CORP	2.000	05/2012022 Call	05/09/2022	98,909	2169	2169	25	6.459	3,795	-2.091	06/20/2015
2,000 3136G188	FEDERAL NATL NTG ASSN	2.250	01/90/2023 Call	01/38/2023	99.737	2431	2.431	4	1346	4.009	-2.271	07/90/2015
7,292		2,361	4.636		11.66	1,913	1500	35	1739	2.687	-1,033	

Sector (U.S.)	(MV)	(000)	Par (000)	Bonds
USD	100	37,071	35,993	115
Cash	28	10,303	10,125	41
U.S. Government	15	5,546	5,500	8
Agency	15	5,546	5,500	8
Securitized	39	14,530	13,777	39
MBS Pass-throughs	25	9,431	8,889	27
CMO	10	3,748	3,580	10
CMBS	4	1,351	1,309	2
Municipal	6	2,261	2,165	9
General Obligation	2	698	665	3
Revenue	3	1,088	1,050	4
Pre-Refunded/ETM	1	475	450	2
Other	12	4,431	4,426	18

Portfolio analytics reports



Thank You



For additional information or to schedule a webinar, please contact us at:

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