

Finger Lakes Library System

Investment Proposal

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Investment Proposal

Treasury Bond Ladder

Current YTM: 4.608%

Fixed income Treasury bond ladders managed by Tompkins Financial Advisors invests in AAA-rated U.S. Treasury Bills and Notes.

- **Predictable Cash Flows:** Portfolio maturities can be matched with future obligations, providing a steady stream of cash flows to meet client needs.
- **Interest Rate Risk:** Laddered maturities help reduce the effect of interest rate fluctuations. In a rising interest rate environment, staggering maturity dates offers the ability to reinvest in higher yielding securities.
- **Custom Strategy:** The portfolio is fully customizable and offers the ability to pivot into varying maturities depending on client needs.

Treasury Bond Ladder: Characteristics

Total Par Value	\$600,000.00
Principal + Accrued	\$580,583.96
Est. Interest Income	\$1,312.50
Est. YTM	4.608%
Average Rating	Aaa
Average Coupon	0.188%
Average Maturity (yrs)	0.77
Average Modified Duration	0.75
Average Redemption Date (yrs)	0.77
Average Price	\$96.674

Treasury Bond Ladder: Investment Detail

Quantity	CUSIP	Description	Rating	Coupon	Maturity	Est. YTM	Est. Price	Interest Income	Total Cost
300	912828ZU7	UNITED STATES TREASURY NOTES	-/-	0.250%	06/15/2023	4.546%	\$97.820	\$375.00	\$293,821.60
300	91282CBA8	UNITED STATES TREASURY NOTES	-/-	0.125%	12/15/2023	4.670%	\$95.527	\$375.00	\$286,762.36

US Treasury Yield Curve



● All Tenors ● Key Tenors

Curve Id	1M	3M	2Y	5Y	10Y	20Y	30Y
1) ■ I25	3.658	4.321	4.299	3.696	3.472	3.707	3.472

Treasury Ladder

Yield to Maturity

4.608%

Credit Rating

AAA

Maturity Schedule

Custom

Investment Limit

Unlimited

Fee Schedule

0.44% up to \$1,000,000

0.32% on the market value between \$1,000,001 to \$5,000,000

0.24% on the market value between \$5,000,001 to \$10,000,000

0.16% on the market value over \$10,000,001

Investment Committee

What makes us different?

Tompkins Financial Advisors utilizes an investment committee made up of highly qualified professionals that meets regularly. The investment committee's job is to develop portfolios and monitor the investments and securities utilized in our clients' portfolios. Additionally, the committee evaluates macro-economic and market conditions to determine if and when specific changes are needed in our investors' portfolios and Tompkins' philosophies.



Tamer N. Elshourbagy, Senior Portfolio Manager

Tamer is responsible for developing, managing, and implementing investment strategies for individuals and institutional investors. As a member of the investment committee, Tamer brings more than two decades of investment experience in portfolio management and fundamental investment research to his role. Tamer spent over 10 years with Brandywine Global Investment Management as an equity analyst for the firm's large cap value strategies and assets under management of \$7 billion. Prior to joining Tompkins Financial, he served as portfolio manager and head of research for John Ullman & Associates with oversight of \$1 billion in assets under management. He holds a BS from Penn State University.



Geoff Blyth, Chief Investment Officer

Geoff is responsible for the administration and management of the multi-billion dollar investment portfolios and overall investment program, including establishment and maintenance of sound investment policies in conjunction with the Investment Committee. He supervises and leads an internal team of professionals who research external money managers. Geoff has more than 24 years of portfolio and investment management experience, most recently as the senior investment strategist for Canandaigua National Bank & Trust Wealth Management. He graduated from Colgate University and also earned a Certificate in Applied Behavioral Finance.



Allen Margolius, Portfolio Manager

Allen Margolius is a portfolio manager for Tompkins Financial Advisors. He has broad knowledge of the investment management industry, with a successful long-term track record in fundamental equity analysis, portfolio construction and management, institutional marketing and client service. Allen has extensive generalist experience covering multiple sectors, collaborating with teams, and interacting with C-level executives, traders, and other investment professionals. Prior to joining Tompkins, Allen was an associate portfolio manager and senior vice president of research at Palisade Capital Management. He holds an MBA from The Wharton School at the University of Pennsylvania and a BA from Binghamton University.

Investment Committee



Victor Hugo Marin, Senior Research Analyst

Victor Hugo works with clients to identify their wealth management and financial planning needs while collaborating with a team of financial planners and analysts to deliver superior client service. He holds the FINRA Series 7 securities registration through LPL Financial. Originally from Lima, Peru, Victor Hugo's family moved to Ithaca in 1994 and he attended Carnegie Mellon University, where he received his bachelor's degree in business administration with a minor in computational finance.

Important Disclosures

- Investments are not FDIC insured, not deposits of, obligations of, or guaranteed by Tompkins Trust Company or its affiliates, and are subject to investment risk including possible loss of principal.
- This portfolio is not appropriate for all investors and determining the appropriate investment for you can only be accomplished by individual consultation to assess your goals and risk profile. Returns will fluctuate and are not guaranteed or insured.
- Asset allocation does not ensure a profit or protect against a loss. No strategy assures success or protects against loss.
- There is no guarantee that a diversified portfolio will enhance overall returns or outperform a non-diversified portfolio.
- Diversification does not ensure against market risk. There is no assurance that the techniques and strategies discussed are suitable for all investors or will yield positive outcomes. The purchase of certain securities may be required to effect some of the strategies.
- Past performance is no guarantee of future results.