

POWER POINTS

FINANCIAL

ADVISORY

COMMISSION

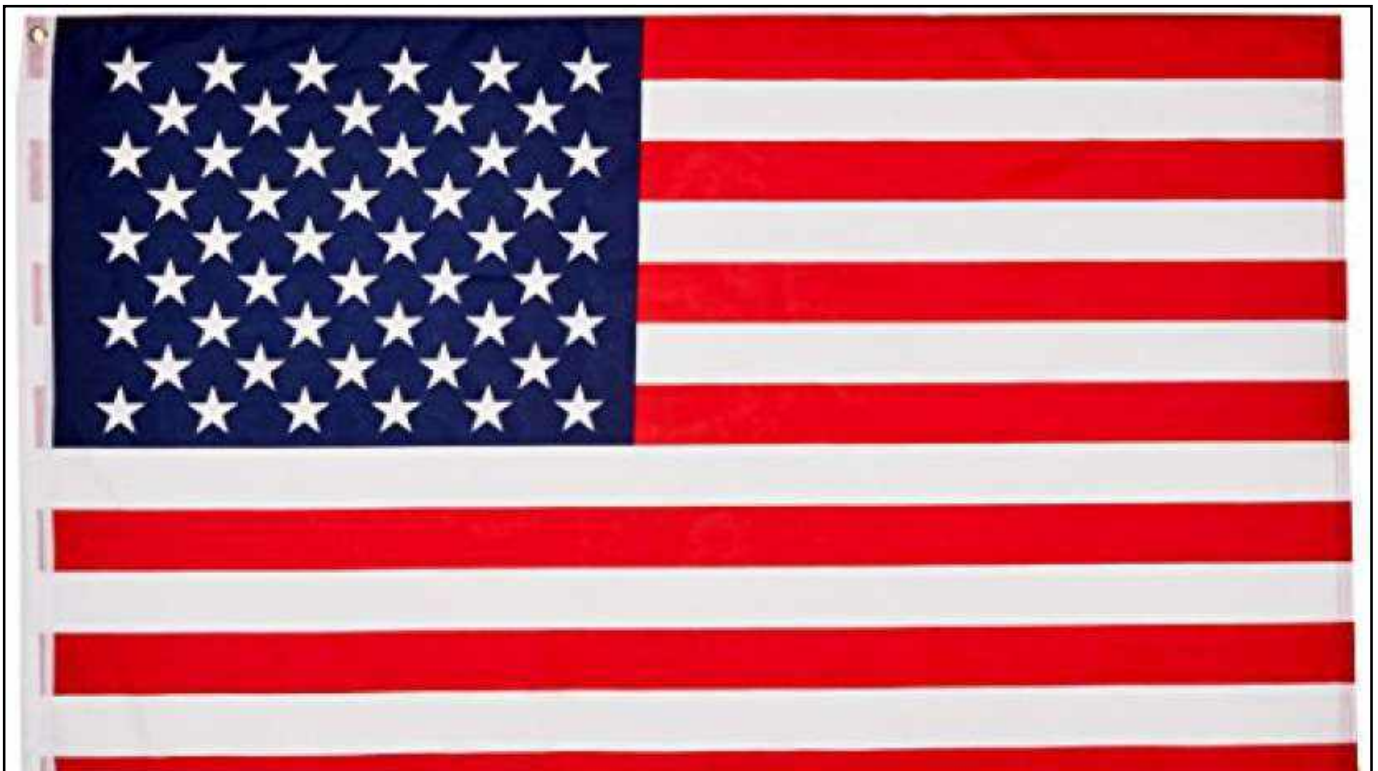
SPECIAL MEETING

SEPTEMBER 11, 2025

Financial Advisory Commission Special Meeting September 11, 2025



1



2

Financial Advisory Commission Special Meeting 9/11/2025

Business Item No. 1

Appoint Members of the Commission to Serve as
Chairperson and Vice Chairperson for Fiscal Year 2025/26



3

Prior Year Appointments

Fiscal Year	Chairperson	Vice-Chairperson
2019/20	W. Richard Mills	Daniel Twohey
2020/21	W. Richard Mills	Daniel Twohey
2021/22	George Batavick	W. Richard Mills
2022/23	W. Richard Mills	Keith Dorsey
2023/24	Keith Dorsey	Brian Anderson
2024/25	Keith Dorsey	Brian Anderson

4

Financial Advisory Commission Special Meeting 9/11/2025

Business Item No. 2

Appoint Members of the Commission to Audit and Formulate the Annual Measure G Sales Tax Oversight Compliance Report for FY 2024/25



5

FY 2024/25 Measure G Report

- Revenue & expenditure summary
- Current funds available for appropriation
- Proposed future uses
- FAC Presentation: November 5
- City Council Presentation: December 2

Fiscal Year	Subcommittee Members
2020/21	Anderson, Campbell, Way
2021/22	Batavick, Luettjohann
2022/23	Batavick, Mast
2023/24	Lee, Mast, Way

6

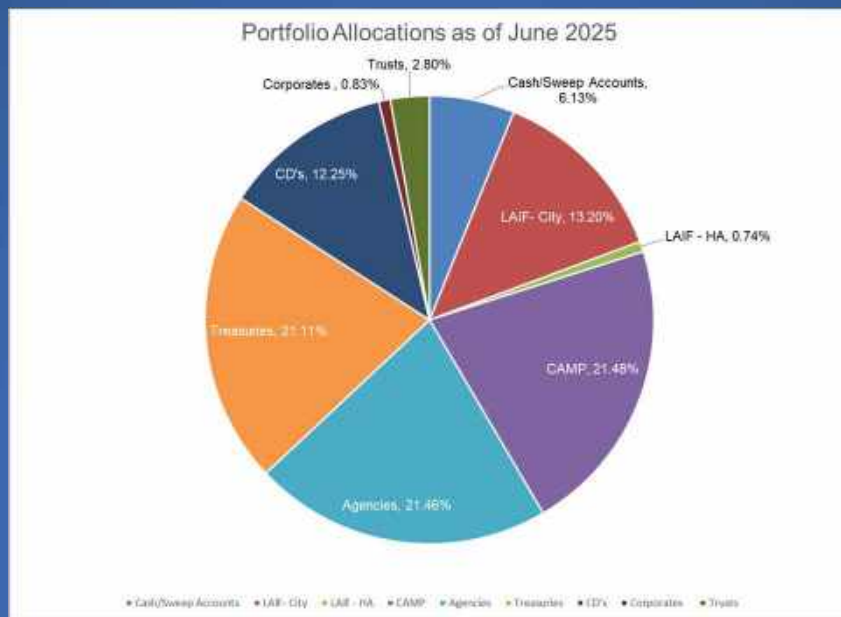
Financial Advisory Commission Special Meeting 9/11/2025

Business Item No. 3 Receive and File Fourth Quarter Fiscal Year 2024/25 Treasury Reports for April, May, and June 2025



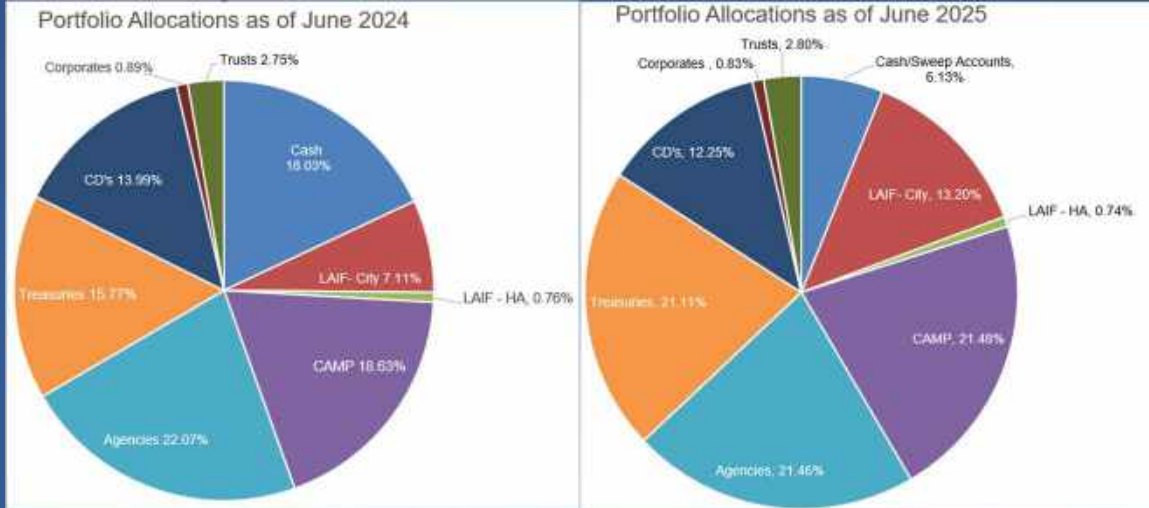
7

Portfolio Allocations as of June 2025



8

Portfolio Allocations Comparison June 2024 to 2025



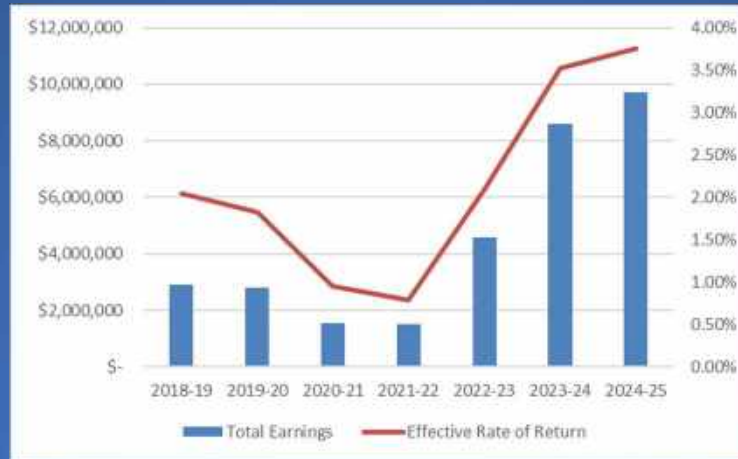
9

Interest Rates



10

Fiscal Year Comparison: Earnings



	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25
Average Daily Balance	\$ 141,628,303	\$ 152,994,488	\$ 160,732,266	\$ 191,565,121	\$ 220,315,036	\$ 243,442,561	\$ 268,283,005
Total Earnings	\$ 2,894,323	\$ 2,798,779	\$ 1,533,546	\$ 1,508,983	\$ 4,595,739	\$ 8,603,100	\$ 9,710,047
Effective Rate of Return	2.04%	1.82%	0.95%	0.79%	2.09%	3.52%	3.76%

11

Going Forward

- Continue to monitor all economic news daily
- Continue to utilize 3 brokers to ensure competitive pricing on investments
- Manage cash effectively to maintain needed liquidity while maximizing potential earnings
- Continue to transition out of money market sweep holdings and into LAIF and/or treasuries as Fed rate declines

12

Financial Advisory Commission Special Meeting 9/11/2025

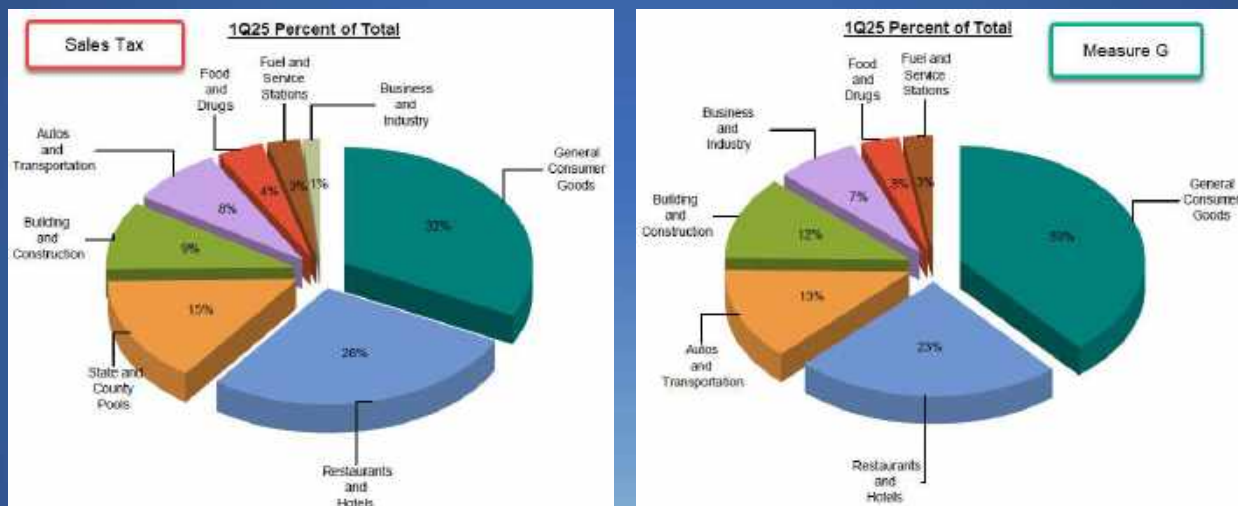
Departmental Report Item No. 2

First Quarter 2025 (January – March) Sales Tax Update



13

Major Industry Groups



14

Summary

- Sales Taxes for the quarter on a cash-receipt basis were up slightly as compared to last year
- The County and State also saw increases YOY
- Discretionary categories increased with the exception of casual dining and family apparel

15

Top 25 Businesses

TOP 25 PRODUCERS - In Alphabetical Order
Q1 2025

<u>Measure G</u>		<u>Sales Tax</u>	
Amazon Fulfillment Services	La Quinta Resort & Club	Arnold Palmers Restaurant	Lowes
Amazon MFA	Lavender Bistro	Best Buy	Marshalls
Arnold Palmers Restaurant	Lowes	Circle K	PGA Tour Superstore
Best Buy	Marshalls	Cliffhouse	PGA West Private Clubhouse
Circle K	Mathis Brothers Furniture	Costco	Ross
Cliffhouse	PGA Tour Superstore	Floor & Décor	Stuft Pizza
Costco	PGA West Private Clubhouse	Genesis/Hyundai of La Quinta	Target
Dept. of Motor Vehicles	Stuft Pizza	Home Depot	TJ Maxx
Desert European Motorcars	Target	In-n-Out Burger	Torre Nissan
Floor & Décor	TJ Maxx	Kohls	Vons
Home Depot	Verizon Wireless	La Quinta Chevrolet & Cadillac	Walmart
In-n-Out Burger	Walmart	La Quinta Resort & Club	WDC Kitchen & Bath
Kohls		Lavender Bistro	

16

Sales and MG History

YTD Measure G	Total Receipts	% change to prior year	Final Budget	Variance to Budget	Percent of Budget
Fiscal 16-17	\$ 1,462,650		1,000,000	462,650	146.26%
Fiscal 17-18	\$ 9,967,657		9,600,000	367,657	103.83%
Fiscal 18-19	\$ 10,958,118	9.94%	10,145,000	813,118	108.01%
Fiscal 19-20	\$ 10,310,526	-5.91%	9,646,500	664,026	106.88%
Fiscal 20-21	\$ 12,594,389	22.15%	10,617,200	1,977,189	118.62%
Fiscal 21-22	\$ 15,615,411	23.99%	13,500,000	2,115,411	115.67%
Fiscal 22-23	\$ 16,088,087	3.03%	15,500,000	588,087	103.79%
Fiscal 23-24	\$ 15,471,183	-3.83%	15,515,000	(43,817)	99.72%
Fiscal 24-25	\$ 15,638,218	1.08%	15,500,000	138,218	100.89%
YTD Sales Tax					
Fiscal 16-17	\$ 8,597,855		8,604,000	(6,345)	99.93%
Fiscal 17-18	\$ 8,989,328	4.56%	8,776,100	213,228	102.43%
Fiscal 18-19	\$ 9,947,125	10.65%	9,300,000	647,125	106.96%
Fiscal 19-20	\$ 8,825,489	-11.28%	8,235,900	589,589	107.16%
Fiscal 20-21	\$ 10,729,160	21.57%	9,428,700	1,300,460	113.79%
Fiscal 21-22	\$ 12,589,104	17.34%	11,500,000	1,089,104	109.47%
Fiscal 22-23	\$ 12,799,992	1.68%	12,250,000	549,992	104.49%
Fiscal 23-24	\$ 12,170,477	-4.92%	12,205,000	(34,523)	99.72%
Fiscal 24-25	\$ 12,236,228	0.54%	12,000,000	236,228	101.97%

17

The next Financial Advisory Commission Meeting will be on **November 5, 2025**



18

