



CCSESA

California County Superintendents Educational Services Association

1121 L Street, Suite 510, Sacramento, CA 95814 ■ P 916.446.3095 ■ F 916.448.7801 ■ www.ccsesa.org

Item 3.1: Approval of CCSESA Investment Advisor

Recommendation: That the Board approve Chandler Asset Management as CCSESA's new investment advisor.

Background:

CCSESA's request for proposals (RFP) process to select an investment advisor firm to provide services in connection with the PERS-Equivalent Benefit Trust (Trust) and 403(b) Employee Benefit Plan (403(b) Plan) began several months ago. It's been eight years since we selected our original firm – WGG Wealth Partners/Ameriprise, and since public entities are required to review their vendors regularly, it's also a practice that CCSESA should follow.

The firm of Government Financial Strategies (our primary contacts are Lori Raineri and Jonathan Edwards) assisted us with the RFP process. In order to identify firms to receive the RFP, Government Financial Strategies (GFS) compiled a list of firms based on internet research and their existing knowledge of a few firms, including CCSESA's current investment advisor.

GFS then sent each firm a confidentiality acknowledgment page, invited them to sign and return it if they wished to receive the RFP, and informed them that returning the confidentiality acknowledgment would not obligate them to respond to the RFP. GFS received 14 signed confidentiality acknowledgments back and sent the RFP to these firms. Government Financial Strategies GFS received, reviewed, and evaluated three proposals. Key considerations in evaluating the proposals related to strength of abilities (e.g. expertise and experience) and quality of responses to questions.

Per the CCSESA bylaws, CCSESA interviewed firms for two purposes: 1) to become better educated consumers of investment advisor services and 2) to determine an investment advisor with whom to try to negotiate a contract. Thus, the primary purpose of evaluating the proposals was to identify firms to be interviewed by eliminating from consideration only those firms that wouldn't help with both objectives. Since all three firms met the criteria for an interview, CCSESA invited all three firms to interview on August 31st. Once the interviews were completed, the interview panel discussed the information and made the selection of the new firm. The interview panel unanimously agreed on naming Chandler Asset Management as CCSESA's new investment firm. Chandler Asset Management combines years of experience and expertise along with a personalized team that will assist us in managing our Trust and current employee benefit plan.

The interview committee consisted of:

Mary Barlow, Treasurer

Todd Finnell, Finance Committee

Scott Nanik, Finance Committee

Karen Stapf Walters, Executive Director

Tiffanie Floyd, Director, Finance & Operations

In conducting the interviews, the committee was assisted by Lori Raineri and Jonathan Edwards.