

**MENDOCINO COLLEGE FOUNDATION, INC.**

**FINANCE COMMITTEE AGENDA**

Wednesday, August 2, 2016

3:00 – 5:00 pm

**Mendocino College**  
**Library/Learning Center, Room 4134**  
1000 Hensley Creek Road  
Ukiah, California

**1. CALL TO ORDER**

**2. PUBLIC COMMENTS**

The public is welcome to make comments on any items after being recognized by the Chair.

**3. APPROVAL OF AGENDA AND MINUTES**

3.1 Approval of agenda

3.2 Approval of minutes from meetings held on April 5, 2016, May 2, 2016, May 24, 2016 and June 1, 2016.

**4. DISCUSSION/ACTION**

4.1 Investments

4.1.1 Investment reports – provided for information

4.1.2 Investment management update – Main Street Research, LLC

4.1.2.1 Proposed fee structure

4.1.3 Investment policy review

4.2 Budgets

4.2.1 Budget reports

4.2.2 Gala 2016

4.2.3 Donations summary report – 2015-16 & 2016-17

4.2.4 June appeal letter donations - \$8,705

4.2.5 Director's contributions 2015-16 - \$19,822

4.3 Land Committee

4.4 Other business

4.4.1 Director liability coverage vs crime coverage

4.5 Future agenda items

**5. ADJOURNMENT**

Next meeting: December 6, 2016

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**ADA Compliance:** Persons with disabilities needing assistance, please notify the Foundation Office at 467-1018 no later than 24 hours prior to the scheduled meeting. Meetings are held in locations which are wheelchair accessible.

**Agenda Packet and Supporting Documents Notice:** The agenda packet and supporting materials can be viewed in the Foundation Office, Room 5110, Mendocino College, 1000 Hensley Creek Road, Ukiah, California or online at <http://foundation.mendocino.edu>.

**MENDOCINO COLLEGE FOUNDATION, INC.**  
**MINUTES OF THE OF THE FINANCE COMMITTEE**  
***DRAFT***

The regular meeting of the Mendocino College Foundation, Inc. Finance Committee was convened on Wednesday, April 5, 2016, Mendocino College, 1000 Hensley Creek Road, Ukiah, California.

**GENERAL MATTERS**

<i>Call To Order</i>	Chairman DeMeulenaere called the meeting to order at 3:04 p.m.																														
	<table> <tr> <td>Committee Chair</td> <td>Mark DeMeulenaere</td> <td>Present</td> </tr> <tr> <td></td> <td>Brian Carter</td> <td>Present</td> </tr> <tr> <td></td> <td>Channing Cornell</td> <td>Present</td> </tr> <tr> <td></td> <td>Richard Cooper</td> <td>Absent</td> </tr> <tr> <td></td> <td>John Goldsmith</td> <td>Absent</td> </tr> <tr> <td></td> <td>Marilyn Harden</td> <td>Present</td> </tr> <tr> <td></td> <td>Tod Kong</td> <td>Present</td> </tr> <tr> <td></td> <td>Charley Myers</td> <td>Present</td> </tr> <tr> <td></td> <td>Arturo Reyes</td> <td>Absent</td> </tr> <tr> <td></td> <td>Gary D. Smith</td> <td>Present</td> </tr> </table>	Committee Chair	Mark DeMeulenaere	Present		Brian Carter	Present		Channing Cornell	Present		Richard Cooper	Absent		John Goldsmith	Absent		Marilyn Harden	Present		Tod Kong	Present		Charley Myers	Present		Arturo Reyes	Absent		Gary D. Smith	Present
Committee Chair	Mark DeMeulenaere	Present																													
	Brian Carter	Present																													
	Channing Cornell	Present																													
	Richard Cooper	Absent																													
	John Goldsmith	Absent																													
	Marilyn Harden	Present																													
	Tod Kong	Present																													
	Charley Myers	Present																													
	Arturo Reyes	Absent																													
	Gary D. Smith	Present																													
<i>Support Staff</i>	Katie Fairbairn, Executive Director Lana Eberhard, Marketing/Program Specialist & Scholarship Coordinator																														
<i>College Staff</i>	Joe Atherton, Director of Fiscal Services																														
<i>Public Comments</i>	None																														
<i>Agenda/Approval</i>	M/S/C (Cornell/Smith) To approve the agenda of the regular meeting of the Mendocino College Foundation, Inc. Finance Committee as submitted.																														
<i>Minutes/Approval</i>	M/S/C (Smith/Cornell) To approve the minutes of the regular meeting of the Mendocino College Foundation, Inc. Finance Committee held on February 3, 2015 as submitted.																														

**DISCUSSION/ACTION**

<i>Investments</i>	<p><b>Investment Reports.</b> Investment reports were presented for information.</p> <p><b>Investment Management Request for Proposal (RFP) update.</b> Proposals were received from 8 of the 10 investment firms that were sent the RFP. The committee</p>
<i>Budgets</i>	<p><b>Budget Reports.</b> Budget reports were presented for information.</p> <p><b>2016-2017 Budget Update.</b> The draft 2016-2017 budget was presented for review at the meeting .</p> <p><b>Gala 2016 budget.</b> The proposed budget for the 2016 Gala is \$40,000. It was the consensus of the committee to request approval at the next Board meeting.</p> <p><b>Update on approved expenditures of ending fund balance.</b> Atherton reported on use of one-time funds from last year thru 12/31/15.</p>

**Donations report.** A donations summary report was provided for information.

**Directors Contributions.** Contributions made by Directors for 2015-2016 are at \$17,195.

*Land Committee* An all cash offer has been received for the bulk property currently listed for sale. The Land Committee is meeting directly following the Finance Committee meeting to review the offer and determine next steps.

*Other Business* **Sonoma State University Academic Foundation Halliday Trust 2.** The most recent accounting was received in late February.

*Future Agenda Items*

**ADJOURNMENT** The meeting of the Mendocino College Foundation, Inc. Finance Committee does hereby adjourn at 4:11 p.m.

Submitted by:

Lana Eberhard, Mendocino College Foundation Marketing/Program Specialist

**MENDOCINO COLLEGE FOUNDATION, INC.**  
**MINUTES OF THE OF THE FINANCE COMMITTEE**  
***DRAFT***

A Special meeting of the Mendocino College Foundation, Inc. Finance Committee was convened on Monday, May 2, 2016, Mendocino College, 1000 Hensley Creek Road, Ukiah, California.

**GENERAL MATTERS**

*Call To Order* Chairman DeMeulenaere called the meeting to order at 12:01 p.m.

Committee Chair	Mark DeMeulenaere	Present
	Brian Carter	Present
	Channing Cornell	Present
	Richard Cooper	Absent
	John Goldsmith	Absent
	Marilyn Harden	Present
	Tod Kong	Present
	Charley Myers	Present
	Arturo Reyes	Absent

*Support Staff* Katie Fairbairn, Executive Director

*College Staff* Joe Atherton, Director of Fiscal Services

*Public Comments* None

*Agenda/Approval* M/S/C (Cornell/Harden) To approve the agenda of the regular meeting of the Mendocino College Foundation, Inc. Finance Committee as submitted.

**DISCUSSION/ACTION**

*Investments* **Investment Management Request for Proposal (RFP) submissions review.** Eight investment firms submitted proposals. Proposals were reviewed by the committee to determine which firms would be interviewed.

**ADJOURNMENT** The meeting of the Mendocino College Foundation, Inc. Finance Committee does hereby adjourn at 2:00 p.m.

Submitted by:

Katie Fairbairn, Mendocino College Foundation Executive Director

**MENDOCINO COLLEGE FOUNDATION, INC.**  
**MINUTES OF THE OF THE FINANCE COMMITTEE**  
***DRAFT***

Agenda item 3.2

A Special meeting of the Mendocino College Foundation, Inc. Finance Committee was convened on Tuesday, May 24, 2016, Mendocino College, 1000 Hensley Creek Road, Ukiah, California.

**GENERAL MATTERS**

*Call To Order* Chairman DeMeulenaere called the meeting to order at 12:01 p.m.

Committee Chair	Mark DeMeulenaere	Present
	Brian Carter	Absent
	Channing Cornell	Present
	Richard Cooper	Absent
	John Goldsmith	Present
	Marilyn Harden	Present
	Tod Kong	Absent
	Charley Myers	Present
	Arturo Reyes	Absent

*Support Staff* Katie Fairbairn, Executive Director

*College Staff* Joe Atherton, Director of Fiscal Services

*Public Comments* None

*Agenda/Approval* M/S/C (Cornell/Goldsmith) To approve the agenda of the regular meeting of the Mendocino College Foundation, Inc. Finance Committee as submitted.

**DISCUSSION/ACTION**

*Investments* **Investment Management Request for Proposal (RFP) submissions review.** The committee discussed and evaluated the investment firms that were interviewed. A recommendation was made to convene another Special Finance Committee meeting on Thursday, June 2 to make a final recommendation to the Board of Directors at the next regular meeting on Tuesday, June 14, 2016.

**ADJOURNMENT** The meeting of the Mendocino College Foundation, Inc. Finance Committee does hereby adjourn at 1:00 p.m.

Submitted by:

Katie Fairbairn, Mendocino College Foundation Executive Director

**MENDOCINO COLLEGE FOUNDATION, INC.**  
**MINUTES OF THE OF THE FINANCE COMMITTEE**  
***DRAFT***

A Special meeting of the Mendocino College Foundation, Inc. Finance Committee was convened on Tuesday, June 2, 2016, Mendocino College, 1000 Hensley Creek Road, Ukiah, California.

**GENERAL MATTERS**

*Call To Order* Chairman DeMeulenaere called the meeting to order at 12:01 p.m.

Committee Chair	Mark DeMeulenaere	Present
	Brian Carter	Absent
	Channing Cornell	Present
	Richard Cooper	Absent
	John Goldsmith	Present
	Marilyn Harden	Present
	Tod Kong	Present
	Charley Myers	Present
	Arturo Reyes	Absent

*Support Staff* Katie Fairbairn, Executive Director

*College Staff* Joe Atherton, Director of Fiscal Services

*Public Comments* None

*Agenda/Approval* M/S/C (Myers/Harden) To approve the agenda of the regular meeting of the Mendocino College Foundation, Inc. Finance Committee as submitted.

**DISCUSSION/ACTION**

*Investments* **Investment Management Request for Proposal (RFP) submissions review.**  
 The committee discussed the three investment firms who were rated the highest after the interview process to determine which one to recommend to the Board.

M/S/C (Myers/Cornell) To recommend to the Mendocino College Foundation Board of Directors the appointment of Mainstreet Financial as the Foundation’s investment manager effective any time after July 1, 2016.

**ADJOURNMENT** The meeting of the Mendocino College Foundation, Inc. Finance Committee does hereby adjourn at 1:00 p.m.

Submitted by:

Katie Fairbairn, Mendocino College Foundation Executive Director

Mendocino College Foundation  
Portfolio Asset Mix Tables

<u>Types of Investments</u>	<u>As of 7/25/2016</u>								
	<u>General Fund</u>	<u>Foote Account</u>	<u>Halliday</u>	<u>Salmen</u>	<u>Perpetual</u>	<u>AAFG</u>	<u>Bogner</u>	<u>Total</u>	<u>Portfolio</u>
Cash and Cash Alternatives	\$383,621	\$67,883	\$11,630	\$3,546	\$17,124	\$30,121	\$4,126	\$518,050	<b>7.22%</b>
Fixed Income (Both US and Non US)	\$1,366,751	\$497,659	\$85,652	\$17,389	\$93,648	\$71,623	\$10,469	\$2,143,192	<b>29.88%</b>
US Equity	\$2,737,955	\$491,687	\$89,461	\$14,946	\$165,896	\$131,258	\$22,810	\$3,654,013	<b>50.95%</b>
Non US Equity	\$497,069	\$73,282	\$19,826	\$2,383	\$31,635	\$23,842	\$3,483	\$651,520	<b>9.08%</b>
Alternative Investments (Prohibited)									
Real Estate Securities									
Real Property									
Non-Classified	\$149,983	\$30,350	\$5,973	\$1,038	\$9,602	\$7,298	\$1,082	\$205,325	<b>2.86%</b>
Total	<u>\$5,135,379</u>	<u>\$1,160,860</u>	<u>\$212,543</u>	<u>\$39,302</u>	<u>\$317,905</u>	<u>\$264,141</u>	<u>\$41,970</u>	<u>\$7,172,100</u>	<b>100.00%</b>

# Investment Overview as of Jul 22, 2016

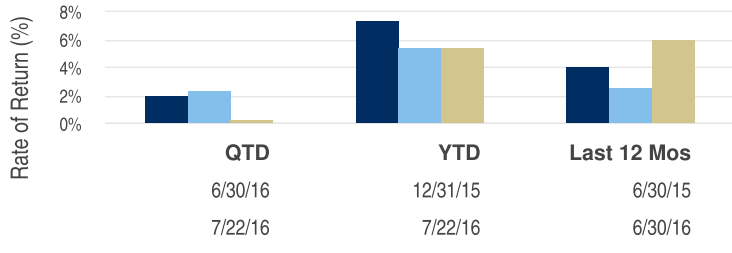


General Acct Mendocino College Fdn // 43410634

ERIN POWIS  
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## Portfolio Performance

Time-Weighted Total Equity (Net of Fees)



Legend	QTD	YTD	Last 12 Mos
General Acct Mendocino College Fdn	2.08%	7.27%	4.13%
Custom Blended Benchmark	2.29%	5.38%	2.52%
Barclays U.S. Agg Bd Indx	0.16%	5.48%	6.00%

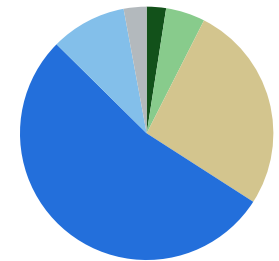
^See Additional Information for benchmark details.

## Asset Growth

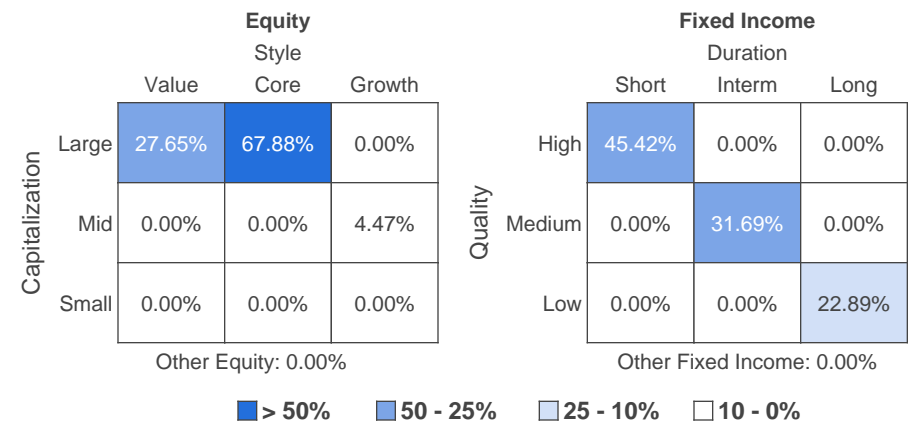
	QTD	YTD	Last 12 Mos
	6/30/16	12/31/15	6/30/15
	7/22/16	7/22/16	6/30/16
<b>Beginning Market Value</b>	<b>\$5,030,988.09</b>	<b>\$4,504,925.01</b>	<b>\$4,617,754.89</b>
Contributions/Withdrawals	\$0.00	\$308,025.22	\$239,747.22
Income	\$1,615.92	\$52,472.98	\$220,391.30
Change in Market Value	\$102,774.90	\$269,955.70	(\$46,905.32)
<b>Ending Market Value</b>	<b>\$5,135,378.91</b>	<b>\$5,135,378.91</b>	<b>\$5,030,988.09</b>
Investment Results	\$104,390.82	\$322,428.68	\$173,485.98

## Asset Allocation

	Market Value (\$)	% of Portfolio
<b>Cash &amp; Cash Alternatives</b>	<b>383,620.89</b>	<b>7.47%</b>
Cash	126,705.41	2.47%
Cash Alternatives	256,915.48	5.00%
<b>Fixed Income</b>	<b>1,366,751.32</b>	<b>26.61%</b>
<b>Equity</b>	<b>3,235,023.93</b>	<b>62.99%</b>
U.S. Equity	2,737,954.57	53.32%
Non-U.S. Equity	497,069.36	9.68%
<b>Alternative Investments</b>	<b>0.00</b>	<b>0.00%</b>
<b>Non-Classified</b>	<b>149,982.78</b>	<b>2.92%</b>
<b>Total Portfolio</b>	<b>\$5,135,378.91</b>	<b>100.00%</b>



## Style Analysis





# Investment Overview as of Jul 22, 2016

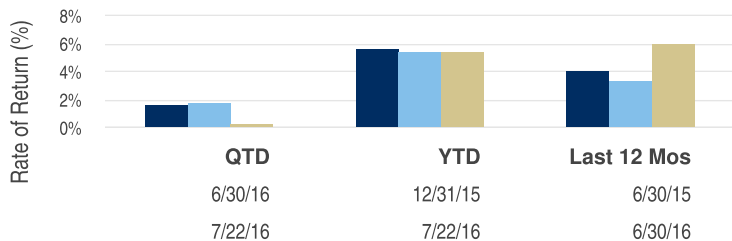


Foote Acct Mendocino College Fdtn // 20506739

ERIN POWIS  
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## Portfolio Performance

Time-Weighted Total Equity (Net of Fees)



	QTD	YTD	Last 12 Mos
	6/30/16	12/31/15	6/30/15
	7/22/16	7/22/16	6/30/16
Foote Acct Mendocino College Fdtn	1.58%	5.64%	4.14%
Custom Blended Benchmark	1.86%	5.39%	3.31%
Barclays U.S. Agg Bd Indx	0.16%	5.48%	6.00%

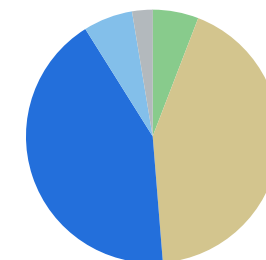
^See Additional Information for benchmark details.

## Asset Growth

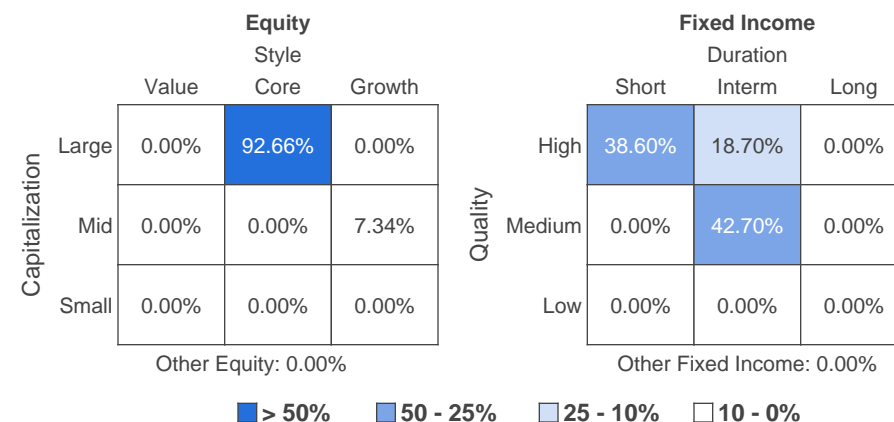
	QTD	YTD	Last 12 Mos
	6/30/16	12/31/15	6/30/15
	7/22/16	7/22/16	6/30/16
<b>Beginning Market Value</b>	<b>\$1,142,798.67</b>	<b>\$1,098,860.70</b>	<b>\$1,139,199.63</b>
Contributions/Withdrawals	\$0.00	\$0.00	(\$42,000.00)
Income	\$630.78	\$13,202.60	\$44,849.87
Change in Market Value	\$17,430.81	\$48,796.96	\$749.17
<b>Ending Market Value</b>	<b>\$1,160,860.26</b>	<b>\$1,160,860.26</b>	<b>\$1,142,798.67</b>
Investment Results	\$18,061.59	\$61,999.56	\$45,599.04

## Asset Allocation

	Market Value (\$)	% of Portfolio
<b>Cash &amp; Cash Alternatives</b>	<b>67,882.82</b>	<b>5.85%</b>
Cash	297.76	0.03%
Cash Alternatives	67,585.06	5.82%
<b>Fixed Income</b>	<b>497,659.05</b>	<b>42.87%</b>
<b>Equity</b>	<b>564,968.70</b>	<b>48.67%</b>
U.S. Equity	491,687.00	42.36%
Non-U.S. Equity	73,281.70	6.31%
<b>Alternative Investments</b>	<b>0.00</b>	<b>0.00%</b>
Non-Classified	30,349.69	2.61%
<b>Total Portfolio</b>	<b>\$1,160,860.26</b>	<b>100.00%</b>



## Style Analysis



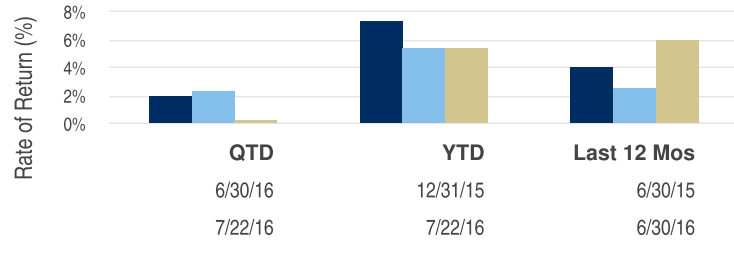
# Investment Overview as of Jul 22, 2016

Perpetual Mendocino College Foundat // 31367261

**ERIN POWIS**  
erin.powis@raymondjames.com

## Portfolio Performance

Time-Weighted Total Equity (Net of Fees)



	QTD	YTD	Last 12 Mos
	6/30/16	12/31/15	6/30/15
	7/22/16	7/22/16	6/30/16
Perpetual Mendocino College Foundat	2.05%	7.40%	4.17%
Custom Blended Benchmark	2.29%	5.39%	2.54%
Barclays U.S. Agg Bd Indx	0.16%	5.48%	6.00%

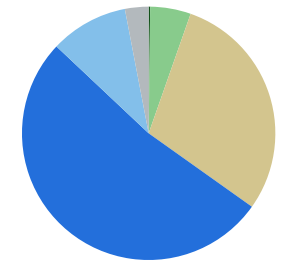
^See Additional Information for benchmark details.

## Asset Growth

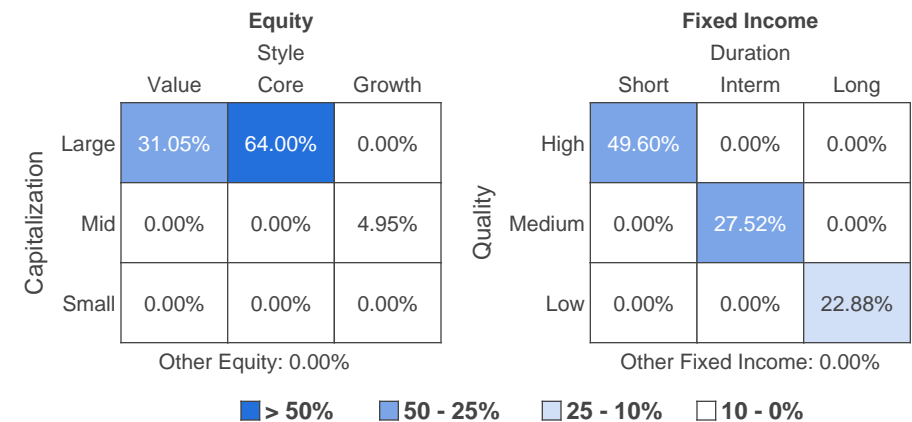
	QTD	YTD	Last 12 Mos
	6/30/16	12/31/15	6/30/15
	7/22/16	7/22/16	6/30/16
<b>Beginning Market Value</b>	<b>\$311,521.99</b>	<b>\$258,328.94</b>	<b>\$316,326.98</b>
Contributions/Withdrawals	\$0.00	\$38,025.00	(\$17,484.36)
Income	\$110.39	\$3,345.52	\$13,201.65
Change in Market Value	\$6,272.37	\$18,205.29	(\$522.28)
<b>Ending Market Value</b>	<b>\$317,904.75</b>	<b>\$317,904.75</b>	<b>\$311,521.99</b>
Investment Results	\$6,382.76	\$21,550.81	\$12,679.37

## Asset Allocation

	Market Value (\$)	% of Portfolio
<b>Cash &amp; Cash Alternatives</b>	<b>17,123.57</b>	<b>5.39%</b>
Cash	576.72	0.18%
Cash Alternatives	16,546.85	5.20%
<b>Fixed Income</b>	<b>93,648.25</b>	<b>29.46%</b>
<b>Equity</b>	<b>197,530.66</b>	<b>62.14%</b>
U.S. Equity	165,895.92	52.18%
Non-U.S. Equity	31,634.74	9.95%
<b>Alternative Investments</b>	<b>0.00</b>	<b>0.00%</b>
Non-Classified	9,602.26	3.02%
<b>Total Portfolio</b>	<b>\$317,904.75</b>	<b>100.00%</b>



## Style Analysis



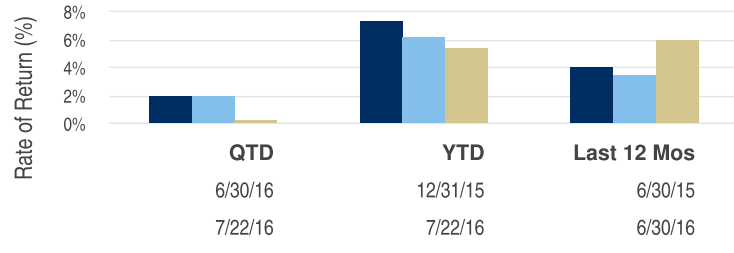
# Investment Overview as of Jul 22, 2016

AAFG Scholarships Mendocino College // 31367317

**ERIN POWIS**  
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## Portfolio Performance

Time-Weighted Total Equity (Net of Fees)



	6/30/16	12/31/15	6/30/15
AAFG Scholarships Mendocino College	1.92%	7.41%	4.17%
Custom Blended Benchmark 1^	2.01%	6.23%	3.42%
Barclays U.S. Agg Bd Indx	0.16%	5.48%	6.00%

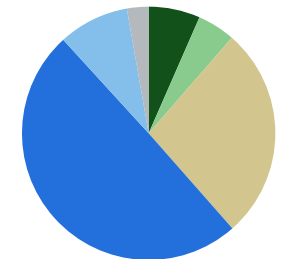
^See Additional Information for benchmark details.

## Asset Growth

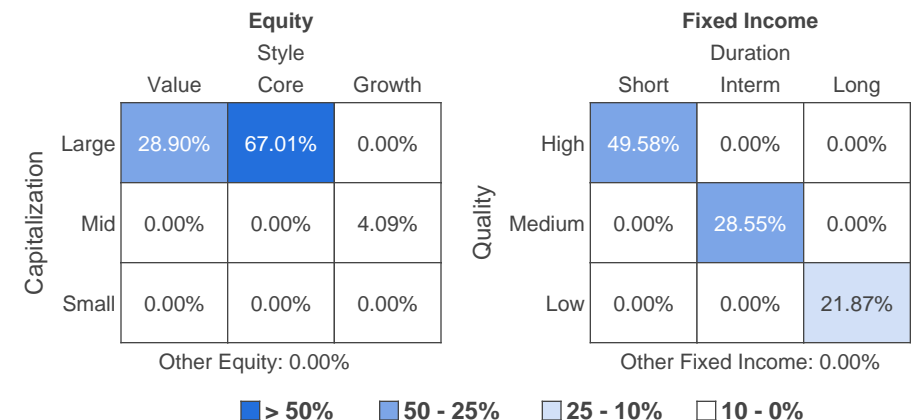
	QTD	YTD	Last 12 Mos
	6/30/16	12/31/15	6/30/15
	7/22/16	7/22/16	6/30/16
<b>Beginning Market Value</b>	<b>\$259,155.11</b>	<b>\$208,758.96</b>	<b>\$201,711.24</b>
Contributions/Withdrawals	\$0.00	\$37,738.60	\$46,893.00
Income	\$85.59	\$2,638.44	\$9,876.63
Change in Market Value	\$4,900.72	\$15,005.42	\$674.24
<b>Ending Market Value</b>	<b>\$264,141.42</b>	<b>\$264,141.42</b>	<b>\$259,155.11</b>
Investment Results	\$4,986.31	\$17,643.86	\$10,550.87

## Asset Allocation

	Market Value (\$)	% of Portfolio
<b>Cash &amp; Cash Alternatives</b>	<b>30,120.79</b>	<b>11.40%</b>
Cash	17,362.80	6.57%
Cash Alternatives	12,757.99	4.83%
<b>Fixed Income</b>	<b>71,622.97</b>	<b>27.12%</b>
<b>Equity</b>	<b>155,100.09</b>	<b>58.72%</b>
U.S. Equity	131,258.22	49.69%
Non-U.S. Equity	23,841.87	9.03%
<b>Alternative Investments</b>	<b>0.00</b>	<b>0.00%</b>
<b>Non-Classified</b>	<b>7,297.56</b>	<b>2.76%</b>
<b>Total Portfolio</b>	<b>\$264,141.42</b>	<b>100.00%</b>



## Style Analysis



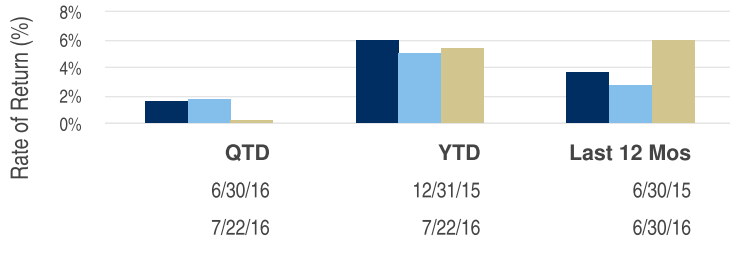
# Investment Overview as of Jul 22, 2016

Halliday Acct Mendocino College Fdn // 23725890

**ERIN POWIS**  
erin.powis@raymondjames.com

## Portfolio Performance

Time-Weighted Total Equity (Net of Fees)

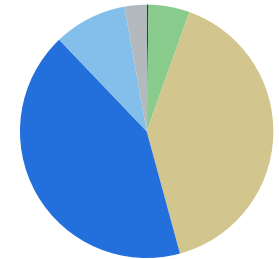


Period	Halliday Acct Mendocino College Fdn	Custom Blended Benchmark 1^	Barclays U.S. Agg Bd Indx
QTD (6/30/16)	1.67%	1.81%	0.16%
QTD (7/22/16)	1.67%	1.81%	0.16%
YTD (12/31/15)	5.97%	5.03%	5.48%
YTD (7/22/16)	5.97%	5.03%	5.48%
Last 12 Mos (6/30/15)	3.71%	2.78%	6.00%
Last 12 Mos (6/30/16)	3.71%	2.78%	6.00%

^See Additional Information for benchmark details.

## Asset Allocation

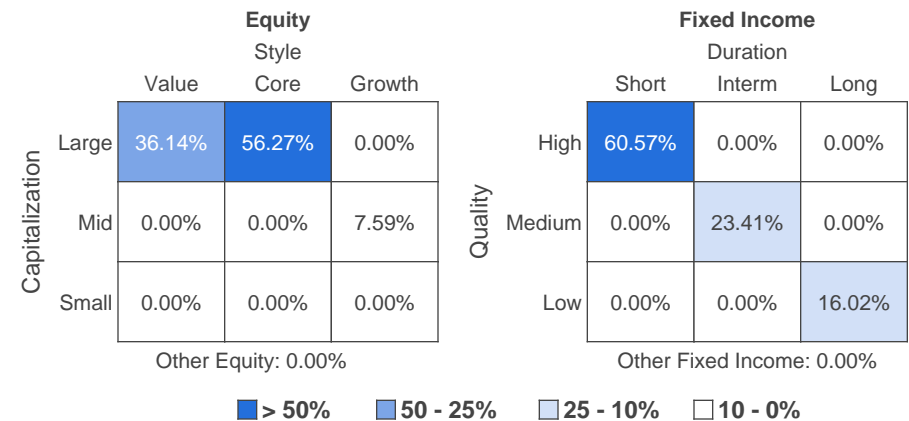
	Market Value (\$)	% of Portfolio
<b>Cash &amp; Cash Alternatives</b>	<b>11,630.44</b>	<b>5.47%</b>
■ Cash	494.57	0.23%
■ Cash Alternatives	11,135.87	5.24%
<b>Fixed Income</b>	<b>85,652.36</b>	<b>40.30%</b>
<b>Equity</b>	<b>109,286.87</b>	<b>51.42%</b>
■ U.S. Equity	89,460.92	42.09%
■ Non-U.S. Equity	19,825.95	9.33%
<b>Alternative Investments</b>	<b>0.00</b>	<b>0.00%</b>
■ Non-Classified	5,973.00	2.81%
<b>Total Portfolio</b>	<b>\$212,542.68</b>	<b>100.00%</b>



## Asset Growth

	QTD	YTD	Last 12 Mos
	6/30/16	12/31/15	6/30/15
	7/22/16	7/22/16	6/30/16
<b>Beginning Market Value</b>	<b>\$209,045.27</b>	<b>\$205,450.27</b>	<b>\$206,462.20</b>
Contributions/Withdrawals	\$0.00	(\$5,000.00)	(\$5,000.00)
Income	\$109.86	\$2,491.95	\$7,838.25
Change in Market Value	\$3,387.55	\$9,600.46	(\$255.18)
<b>Ending Market Value</b>	<b>\$212,542.68</b>	<b>\$212,542.68</b>	<b>\$209,045.27</b>
Investment Results	\$3,497.41	\$12,092.41	\$7,583.07

## Style Analysis



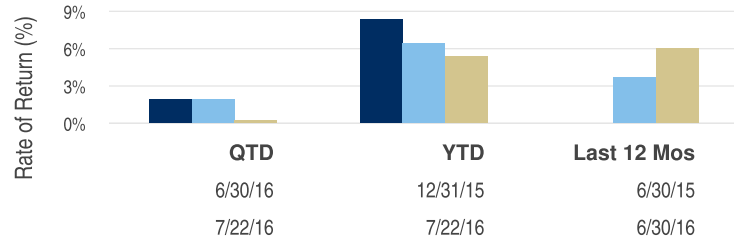
# Investment Overview as of Jul 22, 2016

John Bogner Fine Arts // 59041051

**ERIN POWIS**  
erin.powis@raymondjames.com

## Portfolio Performance

Time-Weighted Total Equity (Net of Fees)

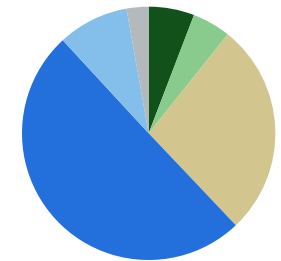


Period	John Bogner Fine Arts	Custom Blended Benchmark 1^	Barclays U.S. Agg Bd Indx
QTD (6/30/16)	1.94%	2.08%	0.16%
QTD (7/22/16)	1.94%	2.08%	0.16%
YTD (12/31/15)	8.45%	6.51%	5.48%
YTD (7/22/16)	8.45%	6.51%	5.48%
Last 12 Mos (6/30/15)	N/A	3.79%	6.00%
Last 12 Mos (6/30/16)	N/A	3.79%	6.00%

^See Additional Information for benchmark details.

## Asset Allocation

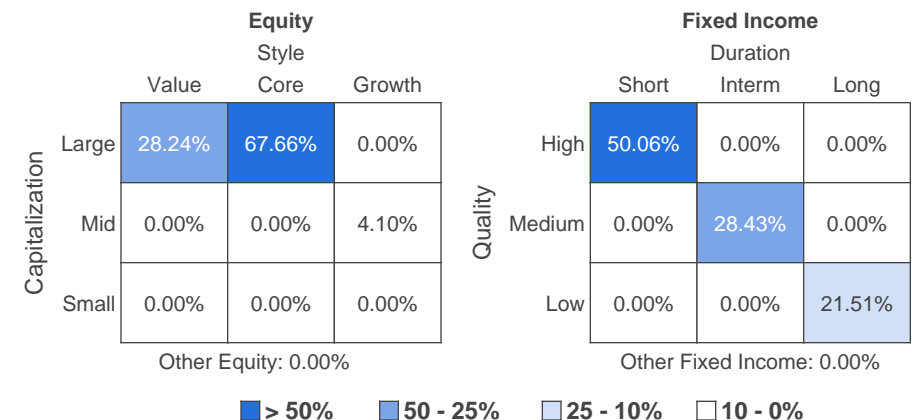
	Market Value (\$)	% of Portfolio
<b>Cash &amp; Cash Alternatives</b>	<b>4,125.58</b>	<b>10.72%</b>
■ Cash	2,239.71	5.82%
■ Cash Alternatives	1,885.87	4.90%
<b>Fixed Income</b>	<b>10,469.32</b>	<b>27.20%</b>
<b>Equity</b>	<b>22,810.47</b>	<b>59.27%</b>
■ U.S. Equity	19,327.29	50.22%
■ Non-U.S. Equity	3,483.18	9.05%
<b>Alternative Investments</b>	<b>0.00</b>	<b>0.00%</b>
■ Non-Classified	1,081.80	2.81%
<b>Total Portfolio</b>	<b>\$38,487.17</b>	<b>100.00%</b>



## Asset Growth

	QTD	YTD	Last 12 Mos
	6/30/16	12/31/15	6/30/15
	7/22/16	7/22/16	6/30/16
<b>Beginning Market Value</b>	<b>\$37,753.97</b>	<b>\$35,004.29</b>	<b>\$0.00</b>
Contributions/Withdrawals	\$0.00	\$523.67	\$35,889.88
Income	\$12.51	\$396.95	\$1,198.28
Change in Market Value	\$720.70	\$2,562.27	\$665.81
<b>Ending Market Value</b>	<b>\$38,487.18</b>	<b>\$38,487.18</b>	<b>\$37,753.97</b>
Investment Results	\$733.21	\$2,959.22	\$1,864.09

## Style Analysis



# Investment Overview as of Jul 22, 2016

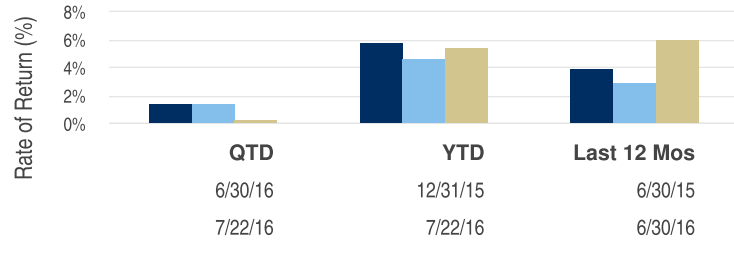


Salmen Acct Mendocino College Fdtn // 23985656

ERIN POWIS  
erin.powis@raymondjames.com

## Portfolio Performance

Time-Weighted Total Equity (Net of Fees)



Series	QTD	YTD	Last 12 Mos
Salmen Acct Mendocino College Fdtn	1.44%	5.76%	3.83%
Custom Blended Benchmark 1^	1.50%	4.63%	2.98%
Barclays U.S. Agg Bd Indx	0.16%	5.48%	6.00%

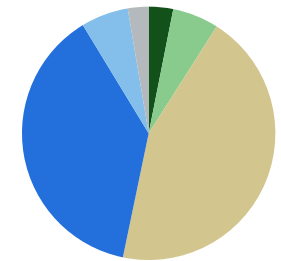
^See Additional Information for benchmark details.

## Asset Growth

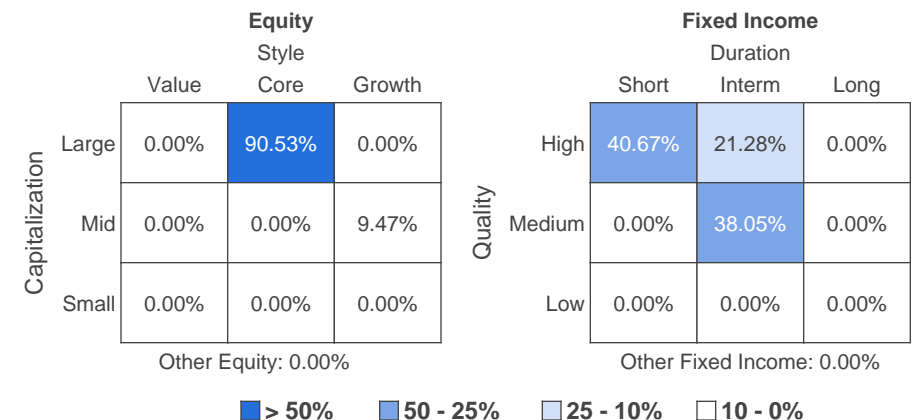
	QTD	YTD	Last 12 Mos
	6/30/16	12/31/15	6/30/15
	7/22/16	7/22/16	6/30/16
<b>Beginning Market Value</b>	<b>\$38,744.15</b>	<b>\$34,248.06</b>	<b>\$29,803.35</b>
Contributions/Withdrawals	\$0.00	\$3,000.00	\$7,500.00
Income	\$21.26	\$415.57	\$1,211.15
Change in Market Value	\$536.56	\$1,638.34	\$229.65
<b>Ending Market Value</b>	<b>\$39,301.97</b>	<b>\$39,301.97</b>	<b>\$38,744.15</b>
Investment Results	\$557.82	\$2,053.91	\$1,440.80

## Asset Allocation

	Market Value (\$)	% of Portfolio
<b>Cash &amp; Cash Alternatives</b>	<b>3,545.99</b>	<b>9.02%</b>
Cash	1,225.47	3.12%
Cash Alternatives	2,320.52	5.90%
<b>Fixed Income</b>	<b>17,389.00</b>	<b>44.24%</b>
<b>Equity</b>	<b>17,329.10</b>	<b>44.09%</b>
U.S. Equity	14,946.23	38.03%
Non-U.S. Equity	2,382.87	6.06%
<b>Alternative Investments</b>	<b>0.00</b>	<b>0.00%</b>
Non-Classified	1,037.87	2.64%
<b>Total Portfolio</b>	<b>\$39,301.96</b>	<b>100.00%</b>



## Style Analysis



# FEES

Agenda item 4.1.2.1

- **Traditional Fees**

All fees are based on net assets under management and will be computed quarterly on the market value of net assets under management on the last business day of the preceding quarter.

### Annual Management Fee

1%	on the first	\$2,000,000
0.875%	on the next	\$3,000,000
.75%	on the next	\$5,000,000
.50%	amounts over	\$10,000,000

- **Performance Fees**

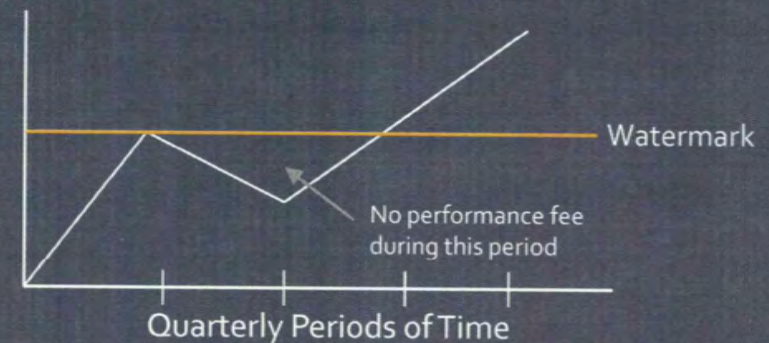
Our performance based fee is equal to a percentage of the "net" profit of the investment portfolio and is subject to a high "watermark".

### Annual Management Fee

.65%	on the first	\$2,000,000
.60%	on the next	\$3,000,000
.55%	on the next	\$5,000,000
.50%	amounts over	\$10,000,000

### Annual Performance Fee

5% of net profits *with watermark*



The above fees include all services including formulation of investment policy. There are no start-up fees, exit fees or hourly charges. Your custodian's trade commissions for the purchase or sale of securities, typically around \$8.95 per trade for equities, are the responsibility of the client. Our management fee, along with the custodian's low transaction fees, constitutes the total investment management costs. Since we do not employ outside managers, mutual funds or exchange traded funds, our client's total return is less affected by fees.

Performance Fees are based upon the net profit derived from the portfolio during the previous quarter. During periods of no profit, no performance fees apply. Periods following a performance fee allocation are subject to a high watermark and are not allocated in the future until the total portfolio gain exceeds the highest market value of previous quarters.

MSR requires that clients electing to pay the Performance Fee Schedule be "qualified clients" as defined in Rule 205-3 of the Investment Advisers Act of 1940. These clients must therefore demonstrate a net worth of at least \$2,000,000 or must have at least \$1,000,000 under management with MSR.

Mendocino College Foundation  
 Fee Structures Main Street Research LLC

<u>Types of Investments</u>	<u>As of 7/25/2016</u>								
	<u>General Fund</u>	<u>Foote Account</u>	<u>Halliday</u>	<u>Salmen</u>	<u>Perpetual</u>	<u>AAFG</u>	<u>Bogner</u>	<u>Total</u>	<u>Portfolio</u>
Cash and Cash Alternatives	\$383,621	\$67,883	\$11,630	\$3,546	\$17,124	\$30,121	\$4,126	\$518,050	<b>7.22%</b>
Fixed Income (Both US and Non US)	\$1,366,751	\$497,659	\$85,652	\$17,389	\$93,648	\$71,623	\$10,469	\$2,143,192	<b>29.88%</b>
US Equity	\$2,737,955	\$491,687	\$89,461	\$14,946	\$165,896	\$131,258	\$22,810	\$3,654,013	<b>50.95%</b>
Non US Equity	\$497,069	\$73,282	\$19,826	\$2,383	\$31,635	\$23,842	\$3,483	\$651,520	<b>9.08%</b>
Alternative Investments (Prohibited)									
Real Estate Securities									
Real Property									
Non-Classified	\$149,983	\$30,350	\$5,973	\$1,038	\$9,602	\$7,298	\$1,082	\$205,325	<b>2.86%</b>
<b>Total</b>	<b>\$5,135,379</b>	<b>\$1,160,860</b>	<b>\$212,543</b>	<b>\$39,302</b>	<b>\$317,905</b>	<b>\$264,141</b>	<b>\$41,970</b>	<b>\$7,172,100</b>	<b>100.00%</b>

Two Fee Options  
 from Main Street Research LLC

Traditional Fee Structure

Percent	Structure	Amount	Fees	Maximum Level
1.000%	on the first	\$2,000,000	\$20,000.000	
0.875%	on the next	\$3,000,000	\$26,250.000	
0.750%	on the next	\$2,172,100	\$16,290.752	next \$5,000,000
0.500%	amounts over	N/A		\$10,000,000
Annual Amount on Current Portfolio			<u>\$62,540.752</u>	
			<b>0.872%</b>	

Performance Fee Structure

Percent	Structure	Amount	Fees	Maximum Level
0.650%	on the first	\$2,000,000	\$13,000.000	
0.600%	on the next	\$3,000,000	\$18,000.000	
0.550%	on the next	\$2,172,100	\$11,946.552	next \$5,000,000
0.500%	amounts over	N/A		\$10,000,000
Annual Amount on Current Portfolio			<u>\$42,946.552</u>	
			<b>0.599%</b>	

**Please review the fee section of the proposal for details.** In summary, if we elect to go with the Performance Fee Structure if the Watermark is exceeded the fees will be higher than the amounts shown This would happen in a rising market so the return on the portfolio would be improving as well. In discussions with Main Street, the point on the curve where the cost of the Performance Fee Structure would be greater than the Traditional Fee Structure is a portfolio return exceeding 10%. Please note that once a fee structure is selected it can be changed in the future. Transaction Cost are separate typically around \$8.95 per trade for Equities



## Mendocino College Foundation 2016-2017 Donation Summary Report

<b>Purpose</b>	<b>Donations to date</b>	
2016 Gala	\$	34,500
Adopt A Fifth Grader	\$	700
Area of Greatest Need	\$	100
Designated	\$	-
Directors/Trustees Annual Fund	\$	-
Scholarships	\$	225
Yvonne Sligh Book Awards	\$	-
Athletic Boosters	\$	-
Friends of the Coastal Field Station	\$	-
Friends of the Library	\$	-
Friends of the Nursing Program	\$	575
Friends of the Theatre	\$	-
Lake County Friends	\$	200
North County Friends	\$	-
<b>Total Donations to date</b>	<b>\$</b>	<b>36,300</b>

## Mendocino College Foundation 2015-2016 Donation Summary to date

<b>Purpose</b>	<b>Donations to date</b>	
Directors/Trustees Annual Fund	\$	1,182
2015 Gala	\$	140,107
2015 Gala in kind donations	\$	21,950
Designated donations	\$	176,150
Undesignated donations	\$	20,608
Scholarships	\$	96,448
Adopt A Fifth Grader	\$	47,988
Lake County Friends	\$	1,165
North County Friends	\$	600
Friends of the Theatre	\$	4,800
Friends of the Library	\$	30
Athletic Boosters	\$	75
Friends of the Coastal Field Station	\$	11,615
Friends of the Nursing Program	\$	24,755
Yvonne Sligh Book Awards	\$	5,230
<b>Total Donations</b>	<b>\$</b>	<b>553,542</b>