

# **Northwest Florida State College Foundation Finance Committee Meeting**

Tuesday, July 25, 2023 at 8:00 a.m.  
Morell Room 302, Building 400  
Niceville Campus

## **AGENDA**

- I. Call to Order
- II. Approval of Meeting Minutes
  - A. April 25, 2023
  - B. July 13, 2023 – Special Meeting
- III. Role of Finance Committee
- IV. Review of Foundation Assets
- V. Review of Investment Policy
- VI. Action Items
  - A. Finance and Investment Reports
  - B. New Endowment
  - C. Checks Over \$5,000
- VII. Information Items
  - A. Investment Report by McGovern, O'Dell & Associates/Merrill Lynch
  - B. First Generation Matching Grant
- VIII. Other Business
  - A. Executive Director Report
  - B. Next Meeting – October 31, 2023 at 8:00 a.m.
- IX. Adjourn

NWFSC Foundation Finance Committee Meeting  
April 25, 2023 at 8:00 a.m.  
Room 301, 3<sup>rd</sup> Floor, Student Services Building

**Members Present:**

Bo Arnold  
Heather Kilbey  
Cindy Frakes  
Jonathan Ochs  
Brian Pennington

JD Peacock  
Alan Wood

**Staff Present:**

Jennifer Bernich  
Conner Rogers  
Chris Stowers

**Others Present:**

Cristie Kedroski  
Ray McGovern

Shane O'Dell

**Absent:**

Destin Cobb  
Todd Grisoff  
Don Litke

Christie Austin  
Jim Bagby  
Steve Rhodes  
Gordon King

**Call to Order:**

Mr. Wood called the meeting to order at 8:00 a.m.

**Approval of Committee Meeting Minutes:**

The January 24, 2023 minutes were approved as presented. **Motion to approve minutes, Mr. Wood, Mr. Peacock. Motion carried unanimously.**

**Finance and Investment Reports:**

Mr. Ochs presented the Statement of Financial Position, Statement of Activities, and Investment Reports as of March 31, 2023. Total Assets are \$59,113,230 and total Liabilities are \$1,768, bringing the total Fund Balance to \$59,111,461. For the previous fiscal year as of March 31, 2022, the Total Fund Balance was \$64,048,171. Total Revenues were \$4,470,275 and total Expenses were \$2,715,029 for a Net Increase in Fund balance of \$1,755,246. A Statement of Activities from the previous fiscal year from July 1, 2021 through March 31, 2022 shows Total Revenues of \$3,742,433 and Total Expenses of \$5,134,874 for a Net Decrease in Fund balance of (\$1,392,440). The Net Increase to the Merrill Lynch EMA account since July 1, 2022 was \$3,376,653 bringing the Total Market Value to \$57,811,462 at March 31, 2023. The Net Increase to the Vanguard Wellington Account (Science Development Fund and First Responders Fund) since July 1, 2022 was \$23,290 bringing the Total Market Value to \$438,831 as of the last statement date of March 31, 2023. Combined total holdings of the Merrill Lynch EMA and Vanguard Wellington accounts were \$58,250,293. The portfolio allocation was 3.35% Cash & Cash Equivalents, 61.65% Equity, 9.56% Alternative Investments and 25.44% Fixed Income.

**Motion to approve the March 31, 2023 financial reports for presentation to the Board Mr. Peacock; Second, Mr. Pennington carried unanimously.**

**Investment Report by McGovern, O'Dell & Associates/Merrill Lynch:**

Mr. McGovern presented a portfolio review as of March 31, 2023 and provided an overview of current market conditions. He presented the custom benchmark report from Blackrock, which reflected a market value of \$57,812,976 as of March 31, 2023. The Merrill Lynch report shows investment allocations stand at 61.8% Equity, 25.6% Fixed Income, 3% Cash, and 9.6% Alternative Investments which are all within the expected parameters.

**FY24 Operating Budget Update:**

Mr. Stowers presented the operating budget for FY24. The operating fund currently has a balance of \$1,791,976 as of March 31, 2023. Note: The operating fund is invested and, therefore, is subject to investment gains/losses, which are not accounted for in this budget. Mr. Stowers advised of four items for FY24; 1) \$299,520 in Internal Support Services for Foundation salary expenses. This is a 4% increase from FY23, representing 75% of Foundation staff's salary expenses. 2) \$70,000 for Consultants to support continued legislative services for NWFSC, which the institution is unable to pay from state appropriations. 3) Service Contracts/Agreements reflect a slight increase which includes the Foundation online giving platform (Give Campus), Board communication platform (OnBoard), and a new subscription to wealth indicator software platform (Donor Search). 4) Support to College includes \$25,000 for Faculty Grants for FY24 (no change) along with \$15,000 to support the Annual President's VIP Reception at the Holiday Pops Concert. This includes an increase of \$3,000. Mr. Stowers advised Foundation staff work hard to ensure expenses do not surpass revenue. **Motion to approve the FY24 Foundation Operating Budget for presentation to the Board, Mr. Wood; Second, Dr. Arnold. Motion carried unanimously.**

**Selection of Foundation Audit Firm:**

Mr. Stowers presented that based on the Professional Services Contract Review Schedule, Audit Services are scheduled to be rebid before June 2023. An RFQ was created and distributed in February, 2023 with two firms submitting proposals. The proposals from Mauldin & Jenkins and EFPR Group CPA's were presented and members were asked to review each proposal and consider criteria such as: approach to audit quality, team knowledge and experience, and scope and pricing of the engagement. It is noted that the incumbent firm, Mauldin & Jenkins, has valuable experience with the Foundation, have served the Foundation capably over their previous tenure, and assisted with complex reporting issues in recent audits. **Motion to select the accounting firm Mauldin & Jenkins for professional services related to the audit needs of the Foundation, beginning with the year ending June 30, 2023, Mr. Wood; Second, Mr. Pennington. Motion carried unanimously.**

**Underwriting of Mattie Kelly Arts Center Series 2023-2024:**

Mr. Stowers presented the 2023-2024 Mattie Kelly Arts Center Series. He noted that each year the Foundation is asked to underwrite the season. Ms. Kedroski noted that the College cannot appropriate funds for auxiliary services. **Motion to approve underwriting the 2023-2024 Arts Center season at a cost not to exceed \$550,500, Ms. Kilbey; Second, Dr. Arnold. Motion carried unanimously.**

**FY2024 Foundation/College MOU:**

Mr. Stowers presented the Foundation/College MOU. Mr. Stowers noted the MOU will be updated once the 2023-2024 budget is finalized. **Motion to approve the Northwest Florida State College and NWFSC Foundation MOU Mr. Peacock; Second, Mr. Pennington. Motion carried unanimously.**

**Checks over \$5,000:**

Mr. Stowers presented a listing of checks over \$5,000 from January 1, 2023 to March 31, 2023. **Motion to approve the checks over \$5000 as presented Mr. Pennington; Second, Mr. Wood. Motion carried unanimously.**

**Executive Director's Report:**

Mr. Stowers briefed the Committee on the open positions in the Foundation. He noted the upcoming commencement ceremony will consist of two ceremonies and Board attendance is always encouraged. Negotiations are still underway regarding the campus housing with an ideal occupancy date of Fall 2024. He closed with mentioning the upcoming President's Circle event.

**Adjournment:**

There being no further business, the meeting adjourned at 8:50 a.m.

---

Cindy Frakes, Chair

---

Date

---

Chris Stowers, Secretary

---

Date



NWFSC Foundation Finance Committee Meeting  
July 13, 2023 at 8:00 a.m.  
Room 302, 3<sup>rd</sup> Floor, Student Services Building

**Members Present:**

Cristie Austin  
Jim Bagby  
Destin Cobb (via telephone)  
Cindy Frakes  
Fran Hendricks  
Bernard Johnson (via telephone)  
Heather Kilbey  
Don Litke

Vince Mayfield  
Wendy McAdams Dorr  
Jonathan Ochs  
Hu Ross  
Devin Stephenson  
Chris Stowers  
Alan Wood

**Members Absent:**

Todd Grisoff  
Brian Pennington  
Steve Rhodes

**Staff Present:**

Jennifer Bernich  
Conner Rogers

**Others Present:**

Bryan Brooks  
Cristie Kedroski  
Ray McGovern  
Shane O'Dell

Ramsey Ross  
Whitney Rutherford

**Call to Order:**

Ms. Frakes called the meeting to order at 8:03 a.m.

**Welcome:**

Ms. Frakes welcomed new members to the Foundation Board and to the Finance Committee.

**Approval of Destin Cobb and Bernard Johnson Attending Remotely:**

The committee approved Mr. Cobb and Mr. Johnson attending the meeting via teleconference.

**Public Comments:**

Ms. Frakes opened the meeting to public comments regarding the meeting agenda. None were presented.

**Approval of Committee Meeting Minutes:**

The May 16, 2023 meeting and the May 19, 2023 meeting minutes were approved as presented. **Motion to approve minutes, Gen. Litke, Second, Mr. Wood. Motion carried unanimously.**

**Disclosure of Conflict of Interest:**

Mr. Wood stated that he no longer had a conflict of interest in this matter. Ms. Austin stated that she has a signed conflict of interest form as an employee of Community Bank. Mr. Frakes states that a copy would be included with the minutes.

**Discussion of Agenda Item:**

Mr. Stowers gave a brief overview of the previous meeting discussions and the decisions that had been made up to this point.

Mr. Ochs updated the committee on conversations with the Jay Odom Group and the participation of Community Bank as a partner in the financing of the Raider Village project. He shared the loan commitment between Community Bank and the Jay Odom Group along with the loan summary.

Mr. Ochs shared the revised proposed participation terms for the Foundation:

Project budget: \$13,396,206.62

80% Loan: \$10,716,968

20% Developer Equity: \$2,679,241

50% of Loan from Bank and Foundation: \$5,358,484

Term of Loan: 7 years: 24 months interest only, 60 months principal and interest with a 30-year amortization schedule, and no pre-payment penalty

Interest Rate: 7.05% fixed. The Bank proposes receiving a higher proportion of the interest because the Bank is leading in offering and administering the loan.

OPTION 1: The Foundation would receive 6.35% during months 1-24 and 6.85% in months 25-84.

OPTION 2: The Foundation would receive 6.55% during months 1-24 and 6.8% in months 25-84.

Origination Fee: 0.5% of the loan amount (\$53,584.81) The Bank proposes splitting the fee 75% to the Bank and 25% to the Foundation, because the Bank is leading in offering and administering the loan.

The projected schedule anticipates Raider Village opening by Spring 2025. The developer has continued pre-construction work to ensure that, if financing is secured, they can move swiftly to construction.

Ms. Frakes reiterated that the committee is deciding to present the information to the full Foundation Board for approval. Once approved, Board of Trustees will be asked to approve the ground lease for the project.

**Action:**

Motion to approve and recommend to the Foundation Board of Directors the Community Bank Loan Commitment and Participation Agreement, as presented, and select Option 2 as the interest rate the Foundation receives. This loan would be treated as a special exception to the Foundation's investment policy. **Motion made by Mr. Bagby; second Mr. Wood, motion passed unanimously.**

**Ms. Austin abstained from voting due to COI.**

**Adjournment:**

There being no further business, the meeting adjourned at 9:44 a.m.

---

Ms. Frakes, Chair

---

Date

---

Chris Stowers, Secretary

---

Date

# FORM 8B MEMORANDUM OF VOTING CONFLICT FOR COUNTY, MUNICIPAL, AND OTHER LOCAL PUBLIC OFFICERS

LAST NAME—FIRST NAME—MIDDLE NAME <b>Austin, Christie, Mae</b>		NAME OF BOARD, COUNCIL, COMMISSION, AUTHORITY, OR COMMITTEE <b>NWPSC Foundation</b>	
MAILING ADDRESS <b>345 E James Lee Blvd</b>		THE BOARD, COUNCIL, COMMISSION, AUTHORITY OR COMMITTEE ON WHICH I SERVE IS A UNIT OF:	
CITY <b>Crestview FL</b>	COUNTY <b>Okaloosa</b>	<input type="checkbox"/> CITY <input type="checkbox"/> COUNTY <input checked="" type="checkbox"/> OTHER LOCAL AGENCY	
DATE ON WHICH VOTE OCCURRED <b>7/13/23</b>		NAME OF POLITICAL SUBDIVISION:	
		MY POSITION IS: <input type="checkbox"/> ELECTIVE <input type="checkbox"/> APPOINTEE	

## WHO MUST FILE FORM 8B

This form is for use by any person serving at the county, city, or other local level of government on an appointed or elected board, council, commission, authority, or committee. It applies to members of advisory and non-advisory bodies who are presented with a voting conflict of interest under Section 112.3143, Florida Statutes.

Your responsibilities under the law when faced with voting on a measure in which you have a conflict of interest will vary greatly depending on whether you hold an elective or appointive position. For this reason, please pay close attention to the instructions on this form before completing and filing the form.

## INSTRUCTIONS FOR COMPLIANCE WITH SECTION 112.3143, FLORIDA STATUTES

A person holding elective or appointive county, municipal, or other local public office **MUST ABSTAIN** from voting on a measure which would inure to his or her special private gain or loss. Each elected or appointed local officer also **MUST ABSTAIN** from knowingly voting on a measure which would inure to the special gain or loss of a principal (other than a government agency) by whom he or she is retained (including the parent, subsidiary, or sibling organization of a principal by which he or she is retained); to the special private gain or loss of a relative; or to the special private gain or loss of a business associate. Commissioners of community redevelopment agencies (CRAs) under Sec. 163.356 or 163.357, F.S., and officers of independent special tax districts elected on a one-acre, one-vote basis are not prohibited from voting in that capacity.

For purposes of this law, a "relative" includes only the officer's father, mother, son, daughter, husband, wife, brother, sister, father-in-law, mother-in-law, son-in-law, and daughter-in-law. A "business associate" means any person or entity engaged in or carrying on a business enterprise with the officer as a partner, joint venturer, coowner of property, or corporate shareholder (where the shares of the corporation are not listed on any national or regional stock exchange).

### ELECTED OFFICERS:

In addition to abstaining from voting in the situations described above, you must disclose the conflict:

**PRIOR TO THE VOTE BEING TAKEN** by publicly stating to the assembly the nature of your interest in the measure on which you are abstaining from voting; *and*

**WITHIN 15 DAYS AFTER THE VOTE OCCURS** by completing and filing this form with the person responsible for recording the minutes of the meeting, who should incorporate the form in the minutes.

### APPOINTED OFFICERS:

Although you must abstain from voting in the situations described above, you are not prohibited by Section 112.3143 from otherwise participating in these matters. However, you must disclose the nature of the conflict before making any attempt to influence the decision, whether orally or in writing and whether made by you or at your direction.

**IF YOU INTEND TO MAKE ANY ATTEMPT TO INFLUENCE THE DECISION PRIOR TO THE MEETING AT WHICH THE VOTE WILL BE TAKEN:**

- You must complete and file this form (before making any attempt to influence the decision) with the person responsible for recording the minutes of the meeting, who will incorporate the form in the minutes. (Continued on page 2)

### APPOINTED OFFICERS (continued)

- A copy of the form must be provided immediately to the other members of the agency.
- The form must be read publicly at the next meeting after the form is filed.

IF YOU MAKE NO ATTEMPT TO INFLUENCE THE DECISION EXCEPT BY DISCUSSION AT THE MEETING:

- You must disclose orally the nature of your conflict in the measure before participating.
- You must complete the form and file it within 15 days after the vote occurs with the person responsible for recording the minutes of the meeting, who must incorporate the form in the minutes. A copy of the form must be provided immediately to the other members of the agency, and the form must be read publicly at the next meeting after the form is filed.

### DISCLOSURE OF LOCAL OFFICER'S INTEREST

I, Christie Austin, hereby disclose that on July 13th, 2023:

(a) A measure came or will come before my agency which (check one or more)

- ☐ inured to my special private gain or loss;
- ☐ inured to the special gain or loss of my business associate, \_\_\_\_\_;
- ☐ inured to the special gain or loss of my relative, \_\_\_\_\_;
- ☐ inured to the special gain or loss of \_\_\_\_\_, by whom I am retained; or
- ☐ inured to the special gain or loss of \_\_\_\_\_, which is the parent subsidiary, or sibling organization or subsidiary of a principal which has retained me.

(b) The measure before my agency and the nature of my conflicting interest in the measure is as follows:

I am employed by Community Bank.

If disclosure of specific information would violate confidentiality or privilege pursuant to law or rules governing attorneys, a public officer, who is also an attorney, may comply with the disclosure requirements of this section by disclosing the nature of the interest in such a way as to provide the public with notice of the conflict.

7/10/23  
Date Filed

Christie Austin  
Signature

NOTICE: UNDER PROVISIONS OF FLORIDA STATUTES §112.317, A FAILURE TO MAKE ANY REQUIRED DISCLOSURE CONSTITUTES GROUNDS FOR AND MAY BE PUNISHED BY ONE OR MORE OF THE FOLLOWING: IMPEACHMENT, REMOVAL OR SUSPENSION FROM OFFICE OR EMPLOYMENT, DEMOTION, REDUCTION IN SALARY, REPRIMAND, OR A CIVIL PENALTY NOT TO EXCEED \$10,000.

## **M E M O R A N D U M**

TO: NWFSC Foundation Board Finance Committee

FROM: Mr. Chris Stowers

DATE: July 25, 2023

SUBJECT: Role of the Finance Committee

---

Per the Foundation's bylaws, the role of the Finance Committee is as follows:

This Committee shall be chaired by the Treasurer and shall recommend actions and policies to the Board regarding the expanding and investing of funds. This Committee shall make recommendations on selection of an Auditor; meet with the Auditor as needed; present annual Audited Financial Statements to the Board of Directors for acceptance; and assure that the Audit is provided to appropriate state and/or federal agencies.

# MEMORANDUM

TO: NWFSC Foundation Finance Committee

FROM: Mr. Chris Stowers

DATE: July 25, 2023

SUBJECT: Review of Foundation Assets

---

The following is a summary of the assets of the Northwest Florida State College Foundation.

## Types of Funds

### **Permanently Restricted – “Endowed”**

- 336 Funds

### **Temporarily Restricted – “Spendable”**

- 84 Funds

### **Unrestricted**

- Operating
- President’s Circle
- Innovation Fund (Broadband revenue; see below)

## Financial Institutions

### **Investments**

- Merrill Lynch
- Vanguard

### **Operating/Checking**

- PNC Bank

## Other Assets

### **Campbell Timber Property**

- 120 Acres in Walton County
- Acquired through 1991 Bequest
- Book value = \$6,830
- Permanently restricted land
- Timber thinning revenue benefits the Gertrude Gillis Campbell Scholarship Endowment

### **Greene Property**

- 5.2 acres in Walker County (AL)
- Acquired through 2008 Bequest
- Book value = \$0
- Vacant/unrestricted land

**Kelly Mausoleum and Park**

- Mausoleum for the late Coleman & Mattie Kelly in Okaloosa County
- Indian Trail, Destin (Indian Bayou)
- Acquired through 1997 Bequest
- Book value = \$6,000
- Permanently restricted land

**Broadband Spectrum**

- Leased to telecommunications companies since 2006
- Long-term lease
- Revenue (\$3,500/month) deposited in Innovation Fund



## **M E M O R A N D U M**

TO: NWFSC Foundation Finance Committee

FROM: Mr. Chris Stowers

DATE: July 25, 2023

SUBJECT: Review of the Investment Policy

---

Per the Foundation's policies, the Investment Policy is as follows:

The investment policy is provided as an information item for your review. Staff is not recommending any changes but believes it is prudent to review the investment policy with the finance committee at least once per year.



**TITLE: INVESTMENT POLICY**

**DATE ADOPTED: 1/7/14**

**REVISIONS: 2/3/15, 6/1/16, 4/14/2017, 6/03/2020, 11/02/2021, 5/3/22**

**SIGNATURE OF BOARD SECRETARY:**

---

**PURPOSE OF POLICY**

To address the management of the Foundation's assets and investments.

**Local Language**

**Finance and Investment Committee – Description of Responsibilities**

The Investment Committee exists to provide oversight, policy and direction to the Foundation Board and staff in the areas of investment and management of Foundation assets, both cash and non-cash. The committee is charged with ensuring a coordinated and consistent approach to all of the Foundation's investment activities.

*Activities*

In fulfilling this purpose, the Finance and Investment committee is expected to:

- a) Develop policies in the areas of cash and cash-equivalent asset investment and management.
- b) Develop policies regarding the retention and management of non-cash assets.
- c) Develop policies specifying when assets should be turned over to the College and when they should be retained by the Foundation.
- d) Develop special single-purpose subcommittees and advisory boards to evaluate, support and manage special Foundation assets.
- e) Select, retain, monitor the performance of, and change when necessary, cash and non-cash investment and asset managers, charitable trust and annuity managers and other specialists as needed.
- f) Work with the Executive Committee and retained specialists to develop investment options for trusts and annuities.
- g) At least on an annual basis, review the performance of all investments and decide whether changes are needed.

### *Authority*

The Finance and Investment committee has the authority to:

- a) Review and monitor the performance of investment managers, asset managers and trust and annuity managers, and retain or change them as necessary.
- b) Invest or manage major cash and non-cash gifts that are accepted by the Foundation.
- c) Retain specialists as needed and as budgeted.
- d) In conjunction with the Executive Committee, establish the level of reserves.

The Finance and Investment committee will recommend to the Board of Directors approval of Foundation policies developed by the committee.

### **Investment Philosophy**

The Foundation's investment philosophy is based on a disciplined and consistent approach that accommodates the occurrence of events considered reasonable and probable. Extreme position and opportunistic styles are not consistent with this philosophy. The mission and focus of the Foundation is long-term in nature; consequently the investment of the Foundation's assets should have a long-term focus.

### **Investment Objective**

To earn long-term returns that match or exceed the benefit obligations of the Foundation to pay out 4 percent of its value each year (in addition to an [administrative fee](#)) and to provide for asset growth of a rate in excess of the rate of inflation.

The Foundation's goal is to reduce risk by investing in a diversified portfolio of financial assets, primarily in stock funds, bonds, or bond funds and cash equivalents. The Foundation will diversify between asset classes to reduce risk and volatility within acceptable limits. Investments will continue to be diversified unless the circumstances clearly dictate that it is imprudent to do so.

To achieve investment results over the long-term that compare favorably with those of other Foundation and of appropriate market indices.

The Foundation understands that all investments carry market risk, even those with U. S. Government "guarantees."

The Foundation clearly has no desire or ability to engage in "market timing," nor does it expect our investment managers to do so. As defined, "market timing" is attempting to guess the short-term direction of the stock market and moving completely into or out of the market based on technical indicators and/or valuation models.

### **Investment Management**

The Finance and Investment Committee generally will not directly manage any portion of the

Foundation's assets. Except those assets that cannot be disposed of because of donor restrictions or marketability and that are not liquid or able to be economically managed by external managers. The committee has the authority to retain specialists as necessary to assist it in evaluating investment and asset management options and strategies.

The Finance and Investment Committee is authorized to select investment managers to invest and manage the assets of the Foundation. Investment managers shall be selected from established and financially sound organizations that have a proven and demonstrated record in managing similar funds or assets. Selection of managers will depend upon factors established by the Finance and Investment Committee and will be consistent with the Foundation's investment philosophy and objectives, donor restrictions, and such federal and state restrictions as may be applicable.

If a financial institution voluntarily transfers a fund to the Foundation, the Finance and Investment Committee will give that institution consideration as manager of that fund and any matching funds the transfer may generate. The institution must be able to manage the funds in accordance with the philosophy and objectives of the Foundation and produce results consistent with the Foundation's other managers.

#### **Asset Allocation Strategy**

This is the core of the investment policy. The asset allocation strategy describes the permitted asset classes, including ranges within which the marked values may vary.

The Foundation adopts the following allocation. This will generally be followed, with annual reviews by the Finance and Investment Committee.

NWFSC FOUNDATION ASSET INVESTMENT ALLOCATION					
Investment Grade		DEFAULT TARGET	TACTICAL TARGET RANGES	MAXIMUM & MINIMUM RANGE	BENCHMARKS
	Large Cap Gwth	12%	10%-20%	10%-25%	S&P 500 Gwth
	Large Cap Value	12%	10%-20%	10%-25%	Russell 1000 Value
	Mid Cap Gwth	6%	2%-10%	0%-12%	Russell Midcap Gwth
	Small Cap Gwth	4%	1%-7%	0%-10%	Russell 2000 Gwth
	Mid Cap Value	6%	2%-10%	0%-12%	Russell Midcap Value
	Small Cap Value	4%	1%-7%	0%-10%	Russell 2000 Value
	Int'l Develop Mkts	8%	3%-15%	0%-20%	MSCI EAFE
	Int'l Emerging Mkts	3%	0%-8%	0%-20%	MSCI Emerging Mkt.
TOTAL EQUITY		55%	45% - 65%		
FIXED INCOME	Primarily Investment Grade	30%	25% - 45%		ML VS CORP & GOV'T 1-10 YRS
ALTERNATIVE INVESTMENTS		10%	5% - 15%		
CASH & CASH EQUIVELENTS		5%	2% - 8%		
TOTAL INVESTMENTS					
Revised 5/11					

The policy of the Foundation will be to rebalance the asset classes annually unless otherwise determined by the Board.

Managers will be terminated if it is determined that their style, performance, or risk and volatility is not consistent with the Foundation's expectations. The Foundation retains the right to terminate a manager

at any time and for any reason.

Performance will be evaluated over long-term periods against return expectations used in the allocation process. Individual managers will be judged against their own peer group or appropriate benchmark or indices. Over a trailing three- to five-year period or market cycle (whichever is greater), individual managers are expected to outperform their benchmark and perform within the top one-third of same style peers. Overall Foundation performance will be compared against institutions with similar objectives. Performance will be judged net of any fees paid.

Investment performance will be reviewed on an as-needed basis. This will normally be once per calendar quarter but not less than annually. Investment managers will report their performance to the Foundation and its designated agents in a timely fashion each quarter. Raw data on returns will be made available monthly to the Finance and Investment Committee.

### **Investment Constraints**

The Investment Committee desires to give investment and asset managers the flexibility their styles and strategies may need, but as fiduciaries, must require a measure of conservatism consistent with prudent investment practices. The following constraints are expressed for general guidance. Specific contracts with managers should contain these general guidelines and any additional ones the Investment Committee and the manager consider appropriate. These guidelines will be reviewed and updated by the committee from time to time.

For the Foundation's total portfolio, common stocks should be primarily in seasoned, quality, well-managed and highly marketable companies whose prospects appear good for growth of earnings, dividends and appreciation. No more than 4 percent of the funds may be invested in any one stock, no more than 30 percent in any one industry, and the Foundation should not control more than 10 percent of the stock in any one company. An appropriate portion of the investments may be in international and small capitalization companies. Managers should not margin, sell short, buy or sell options (except covered options.)

The Investment Committee may select specific investment managers for such specialties as small cap or international and may develop specific investment guidelines appropriate to their styles and objectives, so long as the objectives and philosophy meet the Foundation's overall objectives and philosophy.

For the Foundation's total portfolio, fixed income securities should be primarily of the four highest bond ratings or the two highest commercial paper ratings. No more than 4 percent of the funds may be invested in any one security, no more than 30 percent in any one industry, and the Foundation should not control more than 10 percent of the debt in any one company. These restrictions do not apply to obligations of the federal government.

Within an investment portfolio, the overall allocation of assets between equity and fixed income securities shall be determined by the investment manager. The determination should be based on the relative attractiveness of each asset class in light of the investment and economic outlook as determined by the investment manager. The overall allocation of the Foundation's assets must still comply with this Investment Policy.

Investment managers are permitted to hedge non-U.S. dollar investments under their management as long as the methods used do not place the investments in a leveraged position, use investment securities purchased on margin, or result in open-hedge positions. Investment managers will include all hedging activities in their quarterly reports to the committee.

### **Additional Title III Constraints**

The U. S. Department of Education has the following additional restrictions on Title III grant funds held by the Foundation:

- a) Managers may invest in such savings accounts, money market funds, certificates of deposit, mutual funds, stocks or bonds as an insurance company in the State of Florida may invest.
- b) No more than 15 percent of the funds may be invested in preferred stocks.
- c) No more than 5 percent of the funds may be invested in Canadian securities.
- d) No more than 20 percent of the funds may be invested in securities that are below investment grade as determined by Moody's or Standard & Poor's.
- e) Savings or share accounts must be insured by the FDIC, the NCUA, or similar types of insurance.

### **SHORT-TERM FUNDS**

Short-term funds handled by Foundation staff prior to investment or disbursement should be invested in instruments designed to maintain a high degree of liquidity while maximizing current income without assuming undue risk. The following instruments may be used for such short-term funds:

- a) Obligations of the U. S government (U. S. treasury bills, notes and bonds.)
- b) Obligations of agencies of the U. S. government or other agencies with implied federal sponsorship and guarantees (GNMA, FNMA, and FreddieMac.)
- c) Certificates of deposit issued by banks that do not exceed the amount of principal and interest insured by FDIC or another federal insurance agency.
- d) Banker's acceptances issued by banks that are FDIC insured.
- e) Repurchase agreements collateralized by 1 or 2 above, but only with dealers or banks where proper segregation of the collateral exists.
- f) Money market and government security mutual funds whose holdings consist of 1 or 2 above.
- g) At least 50 percent of these short-term funds shall be invested in instruments having maturities not greater than two years. No more than 25 percent may be invested in instruments that have maturities no greater than five years, and no more than 25 percent may be invested in

instruments that have maturities greater than five years.

### **Disposition of Total Return**

Total return (earnings plus appreciation) shall be credited to and retained in the fund that generated the total return, until distributed in accordance with the Foundation's distribution policies.

### **Spending Policy**

The Foundation is committed to protecting and enhancing its endowment funds through financial planning that promotes growth and protects the endowment funds in periods of market decline. Investment returns should equal or exceed the sum of expenditures plus inflation. A share of investment returns will be allocated to individual budget program areas.

- a) The allocation rate is calculated as a percentage, not to exceed 4%, of the three-year rolling average of the endowment's market value at fiscal year-end. Newly established endowments (those without a three-year rolling average) will be averaged on the fiscal year-end balances available. Endowments with a fair market value below the endowment's corpus, at the time of the fiscal year-end calculation, will receive no spending allocation. The policy will allow for greater predictability of expenditures for budgeting purposes and for gradual steady growth of investable assets.
- b) In the event situations arise that require a higher percentage of expenditures in order to assure the short term economic health of the Foundation, the Board of Directors of the Foundation may authorize, as necessary, an increase in current expenditures based on clearly justifiable causes and with a definite date to which the existing policy must be re-instituted.
- c) Non-endowed funds shall be expended as intended by the donor.

### **Donor-Directed Investment Authority and Evaluation**

The Foundation is authorized to accept gifts through irrevocable trusts in which the donor stipulates the selection of an investment manager as a provision in making the gift. In such donor-directed gifts, the investment manager shall attempt to adhere to the Foundation's investment policy and shall provide quarterly reports on the performance of the donor-directed investments.

### **Appointment as Trustee**

When the Foundation is named as trustee, the Finance and Investment Committee will be responsible for obtaining professional services to manage the trust, making certain that the trust requirements are adhered to, meeting with the manager at least annually, monitoring the manager's performance, and making certain that the required reports and tax returns are completed. The committee will work with retained specialists to develop investment options for trusts and annuities.

### **Corporate Citizenship**

The Finance and Investment Committee recognizes its responsibility as a stockholder to encourage corporate citizenship and corporate growth in the companies whose shares are owned or controlled by the Foundation. Continuing performance of social responsibilities by the corporate management should be encouraged through proxy votes or by other appropriate action based upon information available to



the committee. The committee may from time to time impose constraints on its managers for social policy reasons.

### **Gifts of Equipment**

When the Foundation receives gifts of equipment that can be used by the College, the equipment will be transferred immediately to the College unless there are donor restrictions that preclude the transfer, or unless there is expected to be significant residual value in the equipment when the College is finished using it. If there are donor restrictions or significant residual value, the Foundation will keep the equipment on its books and depreciate it in accordance with generally accepted accounting principles. Residual value recovered by the Foundation from the sale of such equipment will be credited to the department or fund that benefited from the use of the equipment.

### **Credit Risk**

The NWF State College Foundation will address investment Custodial Credit Risk by permitting brokers that obtained investments for the NWF State College Foundation to hold them only to the extent there is Securities Investor Protection Corporation (SIPC) and excess SIPC coverage available. Securities purchased that exceed available SIPC coverages shall be transferred to the Foundation's custodian.

### **Subcommittees**

The committee is authorized to form special single purpose subcommittees and advisory boards to evaluate, support and manage special Foundation assets. Members of the subcommittees do not have to be Board members, but it is the committee's responsibility to oversee the activities of the subcommittees and advisory boards and ensure compliance with Foundation and College policies.

## MEMORANDUM

TO: NWFSC Foundation Finance Committee

FROM: Mr. Chris Stowers

DATE: July 25, 2023

SUBJECT: Finance and Investment Reports

---

Below is a summary of the Statement of Financial Position, Statement of Activities, Investment Report, and Operating Budget Review as of June 30, 2023.

\* NOTE: Balances reflect end of June. Additional fiscal-year-end adjustments may occur prior to closing the fiscal year.

### Statement of Financial Position

- Total Assets are \$61,357,568 and Total Liabilities are \$0.00, bringing the Total Fund Balance to \$61,357,568.
- For the previous fiscal year as of June 30, 2022, the Total Fund Balance was \$57,501,442.

### Statement of Activities

- Total Revenues were \$7,585,944 and Total Expenses were \$3,584,591 for a Net Increase in Fund balance of \$4,001,353.
- A Statement of Activities from the previous fiscal year from July 1, 2021 through June 30, 2022 shows Total Revenues of (\$2,161,268) and Total Expenses of \$5,923,028 for a Net Decrease in Fund balance of \$8,084,296.

### Investment Report

- The Net Increase to the Merrill Lynch EMA account since July 1, 2022 was \$4,011,187 bringing the Total Market Value to \$60,367,013 at June 30, 2023.
- The Net Increase to the Vanguard Wellington Account (Science Development Fund and First Responders Fund) since July 1, 2022 was \$41,557, bringing the Total Market Value to \$457,098 as of the last statement date of June 30, 2023.
- Combined total holdings of the Merrill Lynch EMA and Vanguard Wellington accounts were \$60,824,111. The portfolio allocation was 3.41% Cash & Cash Equivalents, 63.22% Equity, 9.24% Alternative Investments and 24.13% Fixed Income.

### Operating Budget Review

- As of June 30, 2023 Total Operating Expenditures were \$419,268, leaving 11% of the budget available at the end of the fiscal year.

### RECOMMENDATION:

The NWFSC Foundation Finance Committee accepts the June 30, 2023 financial reports for presentation to the Board.

**Northwest Florida State College Foundation, Inc.**

Statement of Financial Position

As of June 30, 2023

(in whole numbers)

	Unrestricted Operating	Temporary Restricted Gift	Permanent Restricted Endowed	Current Total as of 30-Jun-2023	Prior Year Total as of 30-Jun-2022	% Change
<b>Asset</b>						
Cash and Cash Equivalents	2,091,023	384,172	(2,029,732)	445,463	560,017	▼20%
Investments	657	522,855	60,300,599	60,824,111	56,771,368	7%
Accounts Receivable (Net)	5,854	33,336	33,012	72,202	149,283	▼52%
Due from Other Funds	0	0	0	0	4,842	▼100%
Prepaid Expenses	2,962	0	0	2,962	3,102	▼5%
Depreciable Capital Assets (Net)	0	0	0	0	0	0%
Non-Depreciable Capital Assets	0	0	12,830	12,830	12,830	0%
<b>Total Assets</b>	<b>2,100,496</b>	<b>940,363</b>	<b>58,316,709</b>	<b>61,357,568</b>	<b>57,501,442</b>	<b>7%</b>

<b>Liabilities</b>						
Accounts Payable	0	0	0	0	145,227	▼100%
Deferred Revenue	0	0	0	0	0	0%
<b>Total Liabilities</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>145,227</b>	<b>▼100%</b>

<b>Fund Balance</b>						
<b>Total Fund Balance</b>	<b>2,100,496</b>	<b>940,363</b>	<b>58,316,709</b>	<b>61,357,568</b>	<b>57,356,215</b>	<b>7%</b>
<b>Total Liabilities and Fund Balance</b>	<b>2,100,496</b>	<b>940,363</b>	<b>58,316,709</b>	<b>61,357,568</b>	<b>57,501,442</b>	<b>7%</b>

**Northwest Florida State College Foundation, Inc.**

Statement of Activities

July 1, 2022 through June 30, 2023

(in whole numbers)

	Unrestricted Operating	Temporary Restricted Gift	Permanent Restricted Endowed	Current Total as of 30-Jun-23	Prior Year Total as of 30-Jun-22	% Change
<b>Revenue</b>						
Gifts/Contributions	109,350	505,524	196,037	810,911	1,280,291	▼37%
Grants	0	276,000	0	276,000	15,975	1,628%
Memberships	0	58,550	0	58,550	56,975	3%
Special Events	0	23,648	0	23,648	23,381	1%
Market Gains/(Losses)	195,637	31,632	4,731,025	4,958,294	(7,791,996)	164%
Interest and Dividends	14,278	9,925	1,392,451	1,416,654	1,379,958	3%
Rental Income	0	0	0	0	46,492	0%
Other Non-Operating Revenues	0	0	0	0	2,787,673	0%
Other Operating Revenues	41,888	0	0	41,888	39,984	5%
<b>Total Revenue</b>	<b>361,153</b>	<b>905,279</b>	<b>6,319,513</b>	<b>7,585,944</b>	<b>(2,161,268)</b>	<b>451%</b>

<b>Direct Expenditures</b>						
Communication Service	0	0	0	0	547	0%
Freight and Postage	0	0	0	0	0	0%
Insurance	4,653	0	0	4,653	13,016	▼64%
Office Materials and Supplies	427	0	0	427	102	318%
Other Expenses	67,568	0	0	67,568	2,500	2,603%
Other Materials and Supplies	35,928	0	0	35,928	38,130	▼6%
Other Services	1,272	0	0	1,272	1,708	▼26%
Plant Maintenance Supplies	0	0	0	0	2,861	0%
Printing and Duplication	375	0	0	375	2,140	▼82%
Professional Fees/Support Services	377,818	0	252,665	630,483	590,029	7%
Repairs and Maintenance	0	1,261	0	1,261	6,655	▼81%
Scholarships	0	723,600	0	723,600	636,030	14%
Support to College	12,000	2,106,697	142	2,118,839	4,613,369	▼54%
Taxes and Licenses	36	149	0	185	966	▼81%
Travel	0	0	0	0	0	0%
Utilities	0	0	0	0	14,974	0%
<b>Total Direct Expenditures</b>	<b>500,077</b>	<b>2,831,707</b>	<b>252,808</b>	<b>3,584,591</b>	<b>5,923,028</b>	<b>▼39%</b>

<b>Transfers</b>						
Transfer In-Admin Fee Income	304,644	0	0	304,644	452,818	▼33%
Transfer In-Donor Principal	0	0	0	0	0	0%
Transfer In-End Spending Allocation	0	2,040,576	0	2,040,576	2,194,519	▼7%
Transfer In-Other Undistributed	0	0	0	0	500,000	0%
Transfer Out-Admin Fee Expense	(1,286)	(4,263)	(299,095)	(304,644)	(452,818)	33%
Transfer Out-Donor Principal	0	0	0	0	0	0%
Transfer Out-End Spending Allocatio	0	0	(2,040,576)	(2,040,576)	(2,194,519)	7%
Transfer Out-Other Undistributed	0	0	0	0	(500,000)	0%
<b>Total Transfers</b>	<b>303,358</b>	<b>2,036,313</b>	<b>(2,339,671)</b>	<b>0</b>	<b>0</b>	<b>0%</b>

<b>Net Increase/(Decrease) In Fund Balance</b>	<b>164,434</b>	<b>109,885</b>	<b>3,727,034</b>	<b>4,001,353</b>	<b>(8,084,296)</b>	<b>149%</b>
--	----------------	----------------	------------------	------------------	--------------------	-------------

# NORTHWEST FLORIDA STATE COLLEGE FOUNDATION, INC.

## INVESTMENT REPORT

July 1, 2022 - June 30, 2023

<b>Merrill Lynch EMA Account</b>	<i>(statements provided monthly)</i>
----------------------------------	--------------------------------------

	Income	Expense	Net Income	Gain/(Loss)	Total
1st Quarter: Jul / Aug / Sep	\$ 275,733	\$ 64,361	\$ 211,372	\$ (2,621,316)	\$ (2,409,944)
2nd Quarter: Oct / Nov / Dec	308,649	60,320	\$ 248,329	3,280,095	3,528,424
3rd Quarter: Jan / Feb / Mar	445,944	63,523	\$ 382,420	1,875,753	2,258,173
4th Quarter: Apr / May / Jun	287,048	64,461	222,588	2,392,130	2,614,717
<b>YTD Total</b>	<b>\$ 1,317,374</b>	<b>\$ 252,665</b>	<b>\$ 1,064,708</b>	<b>\$ 4,926,662</b>	<b>\$ 5,991,371</b>

	Cost	Market
Beginning Balance	\$ 46,964,085	\$ 56,355,827
Transfers Out of EMA	(2,189,243)	(2,189,243)
Transfers In to EMA	209,059	209,059
Net Investment Income	1,064,708	1,064,708
Gains (Loss)	4,926,662	4,926,662
<b>YTD Total</b>	<b>\$ 50,975,271</b>	<b>60,367,013</b>

<b>Vanguard Wellington Account</b>	<i>(statements provided quarterly)</i>
------------------------------------	--

	Income	Expense	Net Income	Gain/(Loss)	Total
1st Quarter: Jul - Sep	\$ 2,176	\$ -	\$ 2,176	\$ (22,387)	\$ (20,211)
2nd Quarter: Oct - Dec	2,824	-	2,824	26,460	29,284
3rd Quarter: Jan - Mar	2,305	-	2,305	11,913	14,217
4th Quarter: Apr - Jun	2,621	-	2,621	15,646	18,266
<b>YTD Total</b>	<b>\$ 9,925</b>	<b>\$ -</b>	<b>\$ 9,925</b>	<b>\$ 31,632</b>	<b>\$ 41,557</b>

	Cost	Market
Beginning Balance	\$ 372,511	\$ 415,541
Transfers Out of Vanguard	-	-
Transfers In to Vanguard	-	-
Net Investment Income	9,925	9,925
Gains (Loss)	31,632	31,632
<b>YTD Total</b>	<b>\$ 414,068</b>	<b>\$ 457,098</b>

<b>Total Holdings</b>	
-----------------------	--

	Merrill Lynch	Vanguard	Total	Allocation	Target Range
Cash & Money	\$ 2,065,173	\$ 8,136	\$ 2,073,309	3.41%	2% - 8%
Equity	38,153,343	300,085	\$ 38,453,427	63.22%	45% - 65%
Alternative Investments	5,620,078	-	\$ 5,620,078	9.24%	5% - 15%
Fixed Income/Annuity	14,528,419	148,877	\$ 14,677,296	24.13%	25% - 45%
	<b>\$ 60,367,013</b>	<b>\$ 457,098</b>	<b>\$ 60,824,111</b>	<b>100.00%</b>	<b>100.00%</b>

## Northwest Florida State College Foundation, Inc.

### Operating Budget

July 1, 2022 through June 30, 2023

Description	Adopted Budget	Year To Date	Remaining Balance	% Residual Budget (Year Remaining - 0%)
<b>Direct Expenditures</b>				
Advertising (required by law)	800.00	273.05	526.95	66%
Auditing Fees	17,500.00	16,750.00	750.00	4%
Bank Card/Credit Card Fees	750.00	822.81	(72.81)	-10%
Consultants	70,000.00	62,634.96	7,365.04	11%
Current Expense Budget Contingency	10,000.00	0.00	10,000.00	100%
Food and Food Products	24,000.00	19,611.66	4,388.34	18%
Freight and Postage	750.00	0.00	750.00	100%
Ins-Directors and Officers	4,118.00	4,118.04	(0.04)	0%
Ins-General Liability	497.00	534.60	(37.60)	-8%
Internal Support Services	288,000.00	288,000.00	0.00	0%
Legal Fees	250.00	0.00	250.00	100%
Materials and Supplies-Other	3,500.00	3,075.94	424.06	12%
Office Materials and Supplies	1,000.00	427.33	572.67	57%
Printing and Duplication	500.00	375.00	125.00	25%
Property Taxes	45.00	35.70	9.30	21%
Registration Fee	500.00	74.00	426.00	85%
Service Contracts/Agreements	11,000.00	9,610.24	1,389.76	13%
Sponsorship Expense	600.00	925.00	(325.00)	-54%
Support to College	37,000.00	12,000.00	25,000.00	68%
Taxes and Licenses-Other	450.00	0.00	450.00	100%
Travel-Employee	1,500.00	0.00	1,500.00	100%
<b>Direct Expenditures - Total</b>	<b>472,760.00</b>	<b>419,268.33</b>	<b>53,491.67</b>	<b>11%</b>

## Northwest Florida State College Foundation, Inc.

### President's Office Budget

July 1, 2022 through June 30, 2023

Description	Adopted Budget	Year To Date	Remaining Balance	% Residual Budget (Year Remaining - 0%)
<b>Direct Expenditures</b>				
Current Expense Budget Contingency	15,000.00	0.00	15,000.00	
Food and Food Products	0.00	13,066.27	(13,066.27)	
Materials and Supplies-Other	0.00	174.60	(174.60)	
<b>Direct Expenditures - Total</b>	<b>15,000.00</b>	<b>13,240.87</b>	<b>1,759.13</b>	<b>12%</b>

## **M E M O R A N D U M**

TO: NWFSC Foundation Board Finance Committee

FROM: Mr. Chris Stowers

DATE: July 25, 2023

SUBJECT: New Endowment

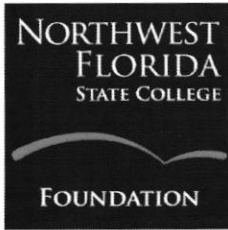
---

The Sons and Daughters of Italy Joseph B. Franzalia Lodge 2422 of Fort Walton Beach has donated \$50,000 to establish the Joseph B. Franzalia Lodge 2422 Sons and Daughters of Italy Scholarship Endowment at Northwest Florida State College. This endowment will provide scholarship support to students with financial need from Okaloosa County.

Documentation for the endowment agreement is attached for review.

### **RECOMMENDATION:**

The NWFSC Foundation Finance Committee approves the Joseph B. Franzalia Lodge 2422 - Sons and Daughters of Italy Scholarship Endowment Agreement for presentation to the Board.



Joseph B. Franzalia – Lodge #2422 Sons and Daughters of Italy

## Endowed Scholarship Agreement

An ENDOWMENT AGREEMENT, entered into on May 11, 2023 between Joseph B. Franzalia – Lodge #2422 Sons and Daughters of Italy (“Donor”) and the Northwest Florida State College Foundation (“Foundation”), a non-profit, 501(c)(3) corporation, establishing an endowment to be held, managed and used by the Foundation for the benefit of scholarships at Northwest Florida State College (“College”).

### A. Endowment to be Established

The Foundation shall establish the Joseph B. Franzalia – Lodge #2422 Sons and Daughters of Italy Endowment (“Endowment”), pursuant to the terms of this Agreement and Foundation policies adopted by the Board of Directors. The Endowment shall be classified a permanent endowment with assets held and managed for investment and appropriation for purposes described below. Approval of this endowment is required by the Foundation Board and the Board of Trustees.

### B. Background

The Sons and Daughters of Italy, formerly known as the Order Sons of Italy, was founded on June 22, 1905, by Dr. Vincenzo Sellaro. The Sons and Daughters of Italy is an organization dedicated to the preservation of Italian heritage, language, and culture. The Grand Lodge of Florida was incorporated in 1953. Currently, there are 22 lodges under the umbrella of the Grand Lodge of Florida with a total of approximately 1,420 members.

The Florida Foundation issues five scholarships annually to graduating high school seniors in Florida. Local lodges also are active in issuing g scholarships within the boundaries of their individual unit. The Foundation also donates to charities, such as the cancer fund, Alzheimer’s fund and Cooley’s Anemia.

### C. Transfer of Assets

All contributions to this Endowment are irrevocable gifts and shall become the property of the Foundation. The Endowment shall be established upon transfer and acceptance by the Foundation of a donation totaling \$50,000.



#### **D. Purpose of Endowment**

At the direction of the Foundation, the Joseph B. Franzalia – Lodge #2422 Sons and Daughters of Italy payout shall be utilized exclusively for the following purposes:

Scholarships will be awarded on the basis of eligibility, scholastic achievement, financial need and participation in school and community programs. Scholarships will be used to provide scholarship support for a Northwest Florida State College student with financial need from Okaloosa County who has achieved a GPA of 2.5 or better. First preference will be given to a student who plans to matriculate to a four-year institution.

#### **E. Endowment Payout**

The annual distribution available for spending shall be determined by the spending policy established by the Foundation's Board of Directors, and in accordance with the law of the State of Florida, including the Florida Uniform Prudent Management of Institutional Funds Act ("UPMIFA"), and generally accepted accounting practices.

#### **F. Investment of Endowment Assets**

The Foundation shall invest endowment assets as an institutional fund under UPMIFA with the goal of optimizing yield and maintaining the spending power of the endowment assets. The Endowment's assets shall be subject to the investment policies of Foundation relating to endowments, and shall be managed in a manner that is consistent with these requirements. The Foundation shall exercise exclusive authority over management of the Endowment, including the pooling of the Endowment for investment and payout purposes, and accounting for endowment assets under generally accepted accounting principles.

#### **G. Additional Assets to Endowment**

Additional assets may be added to the Endowment by contribution or by transfer of other funds held by the College or by the Foundation for the College. Such additional assets shall not contain restrictions, conditions, or designations which are inconsistent or in conflict with this Agreement.

**H. Alternative Use of Endowment Distributions**

In the event the above purpose becomes unreasonable, burdensome, or cannot otherwise be accomplished, Endowment distributions shall be made available as specified by the Foundation for uses most consistent with the above stated purpose.

**I. Endowment Management**

The Foundation shall be entitled to reasonable compensation to defray the cost of endowment administration and fundraising activities for the College. This amount, currently at one half of one percent (0.75%) annually, may be revised from time to time by Foundation.

Reimbursement for actual expenses incurred on the Endowment's behalf, such as investment fees, will be reimbursed directly from the Endowment.

The Endowment shall be managed in accordance with applicable law of the State of Florida, the provisions of this Agreement, and Foundation's endowment policies.

**J. Recognition, Promotion and Reporting**

To express the appreciation of the Foundation, to enhance the Fund, and to attract gifts for similar purposes, the College and the Foundation may make appropriate announcements through internal/external publications and other acknowledgments of the Donor's generosity, as is suitable.

**Approved by:**

**DONOR**

  
\_\_\_\_\_  
John Graziano

11/May 2023  
\_\_\_\_\_  
Date

**NORTHWEST FLORIDA STATE COLLEGE FOUNDATION**

\_\_\_\_\_  
Alan Wood  
Foundation Chair

\_\_\_\_\_  
Date

**ATTEST**

\_\_\_\_\_  
Chris Stowers  
Executive Director, NWFSC Foundation

\_\_\_\_\_  
Date

## **M E M O R A N D U M**

TO: NWFSC Foundation Finance Committee

FROM: Mr. Chris Stowers

DATE: July 25, 2023

SUBJECT: Checks Over \$5,000

---

Following is a listing of checks over \$5,000 from April 1 to June 30, 2023.

### **RECOMMENDATION:**

The NWFSC Foundation Finance Committee approves the checks over \$5,000 as presented.

**Northwest Florida State College Foundation, Inc.**  
**Checks \$5,000 and Above: Apr 1, 2023 to Jun 30, 2023**

Check Number	Check Date	Vendor	Invoice Number	Invoice Commodity Description	Fund Number	Fund Description	Account Description	Approved Amount
00013310	12-Apr-23	Capital City Consulting LLC	10093359	April 23Florida Legislative& Executive Representat	100000	Foundation Operating	Consultants	5,000.00
00013310 - Total								5,000.00
00013313	19-Apr-23	Northwest Florida State College	10093803	Af Performance Group-France Trip	521000	Performance Groups	Support to College	1,430.00
			10093804	Raider Athletics Support	252000	Raider Athletics Support	Support to College	65,757.20
00013313 - Total								67,187.20
00013316	3-May-23	Northwest Florida State College	10094357	Qtr. 3 FY23 Transfer	201000	NFSO Support	Support to College	8,055.51
					202000	Student Emergency Fund	Support to College	288.37
					252000	Raider Athletics Support	Support to College	12,826.26
					391000	AF - Feed the Fish	Support to College	185.58
					521000	Performance Groups	Gifts	750.00
					566000	CBA	Support to College	5,113.38
			10094508	France Trip Payment	521000	Performance Groups	Gifts	1,200.00
00013316 - Total								28,419.10
00013318	10-May-23	Capital City Consulting LLC	10094625	May 2023 Legislative & Executive Branch Representa	100000	Foundation Operating	Consultants	5,000.00
00013318 - Total								5,000.00
00013320	24-May-23	Northwest Florida State College	10095128	Dugas Foundation	566000	CBA	Support to College	100,000.00
00013320 - Total								100,000.00
00013322	7-Jun-23	Capital City Consulting LLC	10095545	06.2023 Florida Legislative & Executive Branch Rep	100000	Foundation Operating	Consultants	5,000.00
00013322 - Total								5,000.00

**Northwest Florida State College Foundation, Inc.**  
**Checks \$5,000 and Above: Apr 1, 2023 to Jun 30, 2023**

Check Number	Check Date	Vendor	Invoice Number	Invoice Commodity Description	Fund Number	Fund Description	Account Description	Approved Amount
00013325	14-Jun-23	Northwest Florida State College	I0095788	FY23 Spring Scholarship Check	204000	Jack and Anna Heise Memorial	Scholarships	3,750.00
					227000	Spike Carter	Scholarships	1,967.08
					249000	Jacquie Raud-Everett Nursing	Scholarships	892.22
					299100	Culinary Scholarship	Scholarships	500.00
					357000	Dream Makers	Scholarships	2,650.00
					367000	Auburn Water System, Inc.	Scholarships	1,981.31
					399000	Foundation Scholarship	Scholarships	2,120.96
					460100	Sybil Lebherz Performing Arts	Scholarships	750.00
					460200	Building Industry Association	Scholarships	1,996.09
					460300	McInnis-Woodham	Scholarships	500.00
					460400	Martha and Peter Bayer Family	Scholarships	334.12
					460500	John and Berta Creel	Scholarships	750.00
					460600	Lloyd and Sandy Taylor	Scholarships	1,000.00
					460800	Junior League of the Emerald Coast	Scholarships	500.00
					460900	Regional Utilities/Dewey C. Wilson	Scholarships	308.12
					461100	David Bert Vaughan Nursing	Scholarships	750.00
					461300	Air Force Research Munitions Lab	Scholarships	1,500.00
					461400	Eglin Assoc of CMSgts/Reate Davis	Scholarships	1,000.00
					461500	Niceville-Valp Kiwanis Club/B Hodge	Scholarships	500.00
					461600	Dewey E. "Buck" Destin	Scholarships	750.00
					461700	ST Keltec/Jennie Hicks Memorial	Scholarships	500.00
					461800	Charles and Eileen Arpke	Scholarships	500.00
					461810	Eileen H. Arpke	Scholarships	193.12
					461900	Regions Bank	Scholarships	687.97
					462100	Destin Area Kiwanis Club	Scholarships	500.00
					462200	Kay Litke Culinary Arts	Scholarships	2,407.02
					462400	Chris R. Ready Memorial	Scholarships	1,750.00
					462500	William A. Byrne	Scholarships	375.00
					462600	Cummins Computer Science	Scholarships	750.00
					462700	Lyn L. Troxler	Scholarships	1,000.00
					462800	Hancock Bank	Scholarships	375.00
					462900	Waste Management Systems/Tom Pryor	Scholarships	750.00
					463000	AFC/Terry Brown Memorial	Scholarships	750.00
					463100	Destin Rotary Club/J. & H. Beaumont	Scholarships	500.00

**Northwest Florida State College Foundation, Inc.**  
**Checks \$5,000 and Above: Apr 1, 2023 to Jun 30, 2023**

Check Number	Check Date	Vendor	Invoice Number	Invoice Commodity Description	Fund Number	Fund Description	Account Description	Approved Amount
00013325	14-Jun-23		I0095788		463200	TYBRIN Corporation	Scholarships	7,729.06
					463300	Crestview Kiwanis Club/L.G. Staff	Scholarships	375.00
					463400	Cloyce and Sharilyn Darnell	Scholarships	3,000.00
					463500	Fern Arnold Agricultural Science	Scholarships	305.96
					463600	Gertrude Gillis Campbell	Scholarships	24,817.50
					463700	Adare Marie Weaver Classroom Tchr	Scholarships	1,000.00
					463800	Margaret 'Peggy' Kinsella	Scholarships	250.00
					463900	Slaton Woollard Substance Abuse Cou	Scholarships	729.06
					464000	Sandestin Lions Club/Kim Evans	Scholarships	750.00
					464100	Willie Mae Taylor	Scholarships	1,000.00
					464500	Choctawhatchee Class of '66	Scholarships	968.49
					464600	Chief Guy J. Wills Jr. Firefighter	Scholarships	500.00
					464700	Brian and Kim Pennington	Scholarships	3,320.20
					464800	Cultural Arts Alliance South Walton	Scholarships	415.22
					464900	Rebecca Duggan Teaching	Scholarships	2,000.00
					465000	Compass Bank BSN	Scholarships	500.00
					465100	Garfield Taylor	Scholarships	750.00
					465200	DeFuniak Springs Kiwanis Club	Scholarships	1,000.00
					465300	Waste Management Services/W. Shaw	Scholarships	750.00
					465600	Saundra Daggs Music	Scholarships	750.00
					465700	Fort Walton Beach Rotary/Kay Stokes	Scholarships	15,404.10
					465900	William C. Marler	Scholarships	500.00
					466000	Wells Fargo	Scholarships	750.00
					466100	AFC/Terry Comeau	Scholarships	500.00
					466200	Lucille and Ruth Anderson	Scholarships	750.00
					466300	ERA American Realty Charitable Foun	Scholarships	750.00
					466400	Burke Family	Scholarships	19,166.12
					466500	Hoyt-Jolley Foundation	Scholarships	500.00
					466600	Crestview Rotary Club	Scholarships	1,000.00
					466700	Mattie M. Kelly	Scholarships	5,813.83
					466900	Niceville-Valparaiso Kiwanis/Spence	Scholarships	375.00
					467000	Angel	Scholarships	500.00
					467200	Yvette Loichinger	Scholarships	750.00
					467300	Fort Walton Beach Rotary/ J. Morgan	Scholarships	1,000.00

**Northwest Florida State College Foundation, Inc.**  
**Checks \$5,000 and Above: Apr 1, 2023 to Jun 30, 2023**

Check Number	Check Date	Vendor	Invoice Number	Invoice Commodity Description	Fund Number	Fund Description	Account Description	Approved Amount
00013325	14-Jun-23		I0095788		467500	Bank of America	Scholarships	500.00
					467800	Dr. Eltse Barnhill Carter	Scholarships	500.00
					468000	Destin Rotary Club/Westerfeld Mem	Scholarships	500.00
					468200	C. S. "Clem" Gatlin Baseball	Scholarships	3,965.12
					468400	Baker High School Alumni Assoc.	Scholarships	840.54
					468600	Cleophus McIntosh/Omega Psi Phi	Scholarships	500.00
					468700	Charlotte Arnold Fine Arts	Scholarships	250.00
					468800	Doodle Harris Family Management BAS	Scholarships	1,500.00
					468900	Mid-Bay Rotary Club Nursing	Scholarships	750.00
					469000	All Sports Association/P. Ballard	Scholarships	500.00
					469100	Sidney J. "Sid" & Mary C. Ogletree	Scholarships	2,889.06
					469300	Eddie E. and Ruth S. Phillips	Scholarships	750.00
					469500	Robert Henderson	Scholarships	1,000.00
					469900	Doris Jean Stuteville Nursing	Scholarships	250.00
					470310	Sarah Frances Brooks Pryor	Scholarships	326.12
					470320	W.C. Pryor	Scholarships	750.00
					470330	M. Scott Myers	Scholarships	750.00
					470340	Susan Pryor Sloat	Scholarships	750.00
					470350	Diana Pryor Sloat	Scholarships	375.00
					470360	John Gregory Sloat	Scholarships	750.00
					470400	Patricia Rowley Science Education	Scholarships	500.00
					470500	Sylvia Panzer Saunders	Scholarships	500.00
					470700	Major General & Mrs Donald P. Litke	Scholarships	500.00
					470800	Kappa Alpha Psi	Scholarships	500.00
					470900	Shavey Family	Scholarships	4,450.40
					471100	Okaloosa County Sheriff's Office	Scholarships	500.00
					471130	Donald E. Hood Theater Arts Scholar	Scholarships	500.00
					471150	C. Albert Nyquist Scholarship	Scholarships	1,621.08
					471200	Twin Cities Woman's Club	Scholarships	3,742.62
					471700	Col. H. Kirby and Dorothy C. Smith	Scholarships	749.06
					471800	M. Truman Woodward, Jr. Memorial	Scholarships	729.06
					471850	David G. Baker Memorial	Scholarships	750.00
					471900	White-Wilson Medical Center	Scholarships	1,000.00
					472000	Niceville-Valparaiso Rotary/G. Gill	Scholarships	750.00

**Northwest Florida State College Foundation, Inc.**  
**Checks \$5,000 and Above: Apr 1, 2023 to Jun 30, 2023**

Check Number	Check Date	Vendor	Invoice Number	Invoice Commodity Description	Fund Number	Fund Description	Account Description	Approved Amount
00013325	14-Jun-23		I0095788		472100	Trustmark Bank	Scholarships	611.83
					472500	William W. Meigs	Scholarships	1,000.00
					472600	JRL Conyers Lodge #364/RL Campbell	Scholarships	1,000.00
					473000	Fort Walton Beach Med Ctr Auxiliary	Scholarships	2,855.27
					473200	Manley Family	Scholarships	500.00
					474000	Mickey and Dottie Gilmore	Scholarships	5,414.02
					474100	Sandestin Property Owners, Inc.	Scholarships	1,000.00
					474200	Kiwanis Club FWB/Buddy Brackin Mem	Scholarships	500.00
					474400	Sarah C. Kilbey/Professional Prod.	Scholarships	2,000.00
					474900	Vaughan Family	Scholarships	750.00
					475400	Harry O. Seymour	Scholarships	750.00
					475600	Jamie and Tess Wallace	Scholarships	3,362.00
					475700	Shavey Family - Ethics in Business	Scholarships	830.69
					475800	Destin Rotary - Ethics in Business	Scholarships	1,000.00
					476200	Dewitt and Else Hardmant Perf. Arts	Scholarships	7,391.30
					476400	Striving for Perfection Ministries	Scholarships	1,000.00
					477100	Marjorie Cox Gray Nursing	Scholarships	1,500.00
					477200	Christian Thomhave Memorial	Scholarships	2,000.00
					477300	CHELCO	Scholarships	1,500.00
					477400	BG James R. Pugh Jr. Health Tech.	Scholarships	684.06
					477700	Carlton Tucker	Scholarships	3,750.00
					477800	Joppa Masonic Lodge #7/ACTSO	Scholarships	750.00
					477900	Crestview Kiwanis Club/Stafford	Scholarships	1,500.00
					478000	Eglin Federal Credit Union/Braswell	Scholarships	1,000.00
					478100	AFC/Hosmer Roberson	Scholarships	750.00
					478200	Nomad Association	Scholarships	750.00
					478400	Sprint Theater	Scholarships	625.00
					478510	Gulf Power Foundation	Scholarships	1,413.12
					478600	Marine Corp League	Scholarships	750.00
					478700	Charles W. Clary Drafting & Arch.	Scholarships	750.00
					478900	FWBMC Health Technology	Scholarships	10,511.80
					479200	Miracle Strip Veterinary Med Assoc	Scholarships	78.60
					479300	George and Alice Hearn Nursing	Scholarships	3,000.00
					479500	Jack and Mary Lou Foster	Scholarships	500.00



**Northwest Florida State College Foundation, Inc.**  
**Checks \$5,000 and Above: Apr 1, 2023 to Jun 30, 2023**

Check Number	Check Date	Vendor	Invoice Number	Invoice Commodity Description	Fund Number	Fund Description	Account Description	Approved Amount
00013325	14-Jun-23		I0095788		479600	Delores 'Doll' Seymour Strangi	Scholarships	500.00
					479700	Eglin Federal Credit Union/R. Davis	Scholarships	1,000.00
					479800	Fort Walton Beach Rotary Club	Scholarships	750.00
					480000	Synovus	Scholarships	1,516.83
					480100	AORN of the Emerald Coast	Scholarships	2,250.00
					480200	Ross and Jenny Hamilton Science	Scholarships	500.00
					480300	Vicki Richburg Teaching	Scholarships	500.00
					480600	Dee Mueller Nursing	Scholarships	750.00
					480800	FWBMC Auxiliary/Ruth Getz Memorial	Scholarships	500.00
					481000	Jerry Brunk	Scholarships	1,500.00
					481100	Meagan L. Campbell Health Tech.	Scholarships	2,000.00
					481200	Meagan L. Campbell Nursing Lab	Scholarships	7,500.00
					481500	South Walton Utilities/Jack Harper	Scholarships	1,000.00
					482000	DeFuniak Springs Garden Club/Burton	Scholarships	1,647.02
					482200	First National Bank of Crestview	Scholarships	1,000.00
					482300	Yolanda D. Thomas	Scholarships	7,000.00
					482400	NDIA Gulf Coast Chapter	Scholarships	4,272.81
					482500	Masae Mary Majors Nursing	Scholarships	750.00
					482600	Willard and Helen Frogner Nursing	Scholarships	500.00
					482800	Cathy Sue Wallis	Scholarships	500.00
					482900	Larry and Helen Hewett Music	Scholarships	1,000.00
					483000	Jeff L. Schembera	Scholarships	500.00
					483200	Burns Family Nursing	Scholarships	500.00
					483300	Ira Mae Bruce	Scholarships	1,000.00
					483500	H. Glenn Bixby Health Technology	Scholarships	1,000.00
					483600	Walton County Retired Educat. Assn	Scholarships	750.00
					483900	S4P Synergy/RL Campbell Mngmnt Svcs	Scholarships	500.00
					484000	T. H. Edney Trust	Scholarships	5,750.72
					484500	First Florida Bank	Scholarships	729.06
					484600	Crestview Kiwanis Club/Dale Rice	Scholarships	750.00
					484700	Sandestin Lions Club/Fred Riley Mem	Scholarships	500.00
					484800	Bruno and Chieko Boettcher	Scholarships	1,000.00
					485000	Emerald Coast Foundation Art	Scholarships	250.00
					485100	Literacy Center GED Scholarship	Scholarships	1,500.00

**Northwest Florida State College Foundation, Inc.**  
**Checks \$5,000 and Above: Apr 1, 2023 to Jun 30, 2023**

Check Number	Check Date	Vendor	Invoice Number	Invoice Commodity Description	Fund Number	Fund Description	Account Description	Approved Amount
00013325	14-Jun-23		I0095788		485200	James A. and Bobbie Durham Teaching	Scholarships	750.00
					485310	Lamar Conerly Honors	Scholarships	375.00
					485400	Bill Pullum	Scholarships	750.00
					485500	Cliff & Frances Herron Perf. Arts	Scholarships	1,000.00
					485600	Potter Family Nursing	Scholarships	1,000.00
					485700	Colonel George E. "Bud" Day/ROTC	Scholarships	5,269.83
					485800	Ruth Weeks	Scholarships	2,964.83
					485900	Air Force Association/Bill Kirk	Scholarships	500.00
					486000	Air Force Association/Clyde Wood	Scholarships	500.00
					486100	Air Force Association/Jim Shambo	Scholarships	500.00
					486200	Air Force Association/Bennie Putnam	Scholarships	500.00
					486300	Eglin Air Force Association	Scholarships	500.00
					486500	Martha and Arthur Sizemore Nursing	Scholarships	750.00
					486700	Melissa Howard Nursing	Scholarships	500.00
					486800	Bill and Inga Vonder Flue Nursing	Scholarships	500.00
					487200	AFC/Gwen Street	Scholarships	750.00
					487210	AFC/Dianne Kostelny	Scholarships	750.00
					487600	Frances Herron Dance Studio	Scholarships	1,250.00
					487700	Surge Suppression, Inc. Nursing	Scholarships	500.00
					487900	Ann Teel Hatcher	Scholarships	1,000.00
					488000	Steve Barkocy/All Sports Assoc.	Scholarships	1,000.00
					488010	Patrick Harrington/All Sports Assoc	Scholarships	375.00
					488100	NWFSC Purchasing & Auxiliary Svcs	Scholarships	750.00
					488200	Martha Pullum	Scholarships	500.00
					488700	Betty Thomas/Mary Thomas Herrington	Scholarships	750.00
					489200	Marc B. Chambers Technical Theater	Scholarships	891.11
					489300	Boys & Girls Club - Emerald Coast	Scholarships	750.00
					489500	Michael & Charlotte Flynt Env. Sci.	Scholarships	375.00
					489650	Child Care Services Scholarship	Scholarships	7,000.00
					489700	Linda Whitenton Nursing/Allied Hlth	Scholarships	750.00
					489900	Margaret M. Doering Adult Education	Scholarships	500.00
					490110	Jack and Mary Margaret Henderson	Scholarships	1,000.00
					490120	Christian LaRoche	Scholarships	500.00
					490130	Ready Family Nursing & Health Tech.	Scholarships	2,747.00

**Northwest Florida State College Foundation, Inc.**  
**Checks \$5,000 and Above: Apr 1, 2023 to Jun 30, 2023**

Check Number	Check Date	Vendor	Invoice Number	Invoice Commodity Description	Fund Number	Fund Description	Account Description	Approved Amount
00013325	14-Jun-23		I0095788		490140	Okaloosa Gas District	Scholarships	375.00
					490170	Constance Morgan, R.N. Memorial	Scholarships	1,000.00
					490220	Tomiko K. Taylor Performing Arts	Scholarships	1,510.93
					490230	Rosemary Beach Foundation	Scholarships	750.00
					490250	Leading Women	Scholarships	750.00
					490400	Thomas McDonald	Scholarships	1,500.00
					490500	Frances Holm Memorial Nursing	Scholarships	750.00
					490700	Dr. Paul & Majes Hsu Proj/Acq Mgmt	Scholarships	2,000.00
					490800	Greater FWB Chamber of Commerce	Scholarships	1,000.00
					490880	Ernie Green Memorial	Scholarships	128.54
					490900	Crestview Area Chamber of Commerce	Scholarships	500.00
					491000	Geoffrey Scott Hough EMT	Scholarships	375.00
					491100	C.E. Fikes Scholarship	Scholarships	500.00
					502900	Alpha Phi Alpha Pacesetter	Scholarships	3,405.99
					541000	Sacred Heart Hospital Guild	Scholarships	2,621.55
					577000	Kevin Helmich Memorial Scholarship	Scholarships	1,476.45
					578000	American Legion #221 - Nursing	Scholarships	500.00
					581000	Florida Blue	Scholarships	7,613.00
					592000	Purple Heart	Scholarships	1,480.80
					596000	Helios	Scholarships	3,123.00
					596100	Florida First Generation - State	Scholarships	11,477.00
					598000	Florida Veterans Hall of Fame Socie	Scholarships	4,458.12
00013325 - Total								368,632.89

# Portfolio Review

**Confidential - Prepared for Northwest Florida State College Foundation (Finance Committee) on July 18, 2023**

**McGovern, O'Dell & Associates**

Raymond J. McGovern, CPWA®

Managing Director

Senior Resident Director

Portfolio Manager

Shane O'Dell, CFP®, CRPC®, C(k)P®

Senior Vice President

Wealth Management Advisor

Portfolio Manager



# Table of Contents

1.	Account List
2.	Total Portfolio Review
3.	Asset Allocation Overview
4.	Time Weighted Rate of Return by Period: Yearly
5.	Money Weighted Rate of Return by Period: Yearly
6.	Time Weighted Rate of Return by Account: Yearly
7.	Money Weighted Rate of Return by Account: Yearly

# Account List



As of Close of Business: 06/30/2023

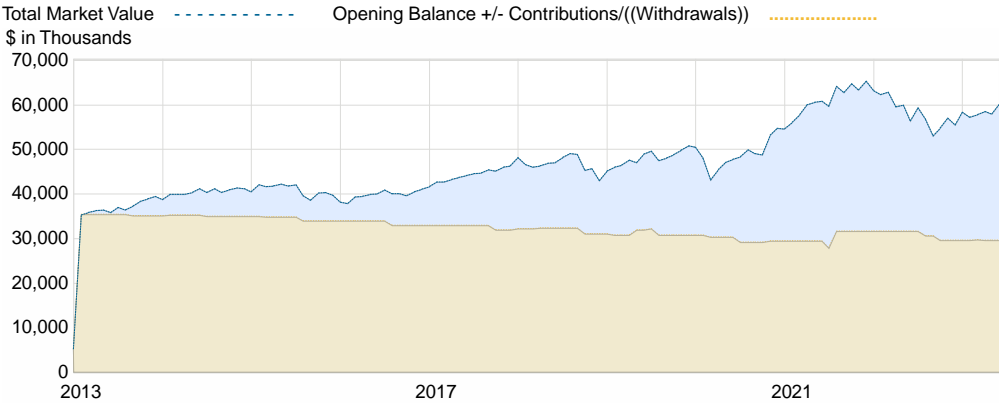
Merrill					
Account Number/NickName	Account Title	Credit Type	Account Registration	Market Value(\$)	% of Total
XXX-XX017 "ANNUITY ALT INVEST"		Cash	ENDOWMENT	7,684,776	12.75
XXX-XX003 "EQUITY"	Service Type: BlackRock Sub-Advised Investment Manager/Model: BLACKROCK WDP TR ALL EQ (R) Manager Style: Multi Asset	Cash	TMA	39,586,697	65.67
XXX-XX004 "FIXED INCOME"	Service Type: BlackRock Sub-Advised Investment Manager/Model: BLACKROCK INTMTAX FIX INC (R) Manager Style: Intermediate Duration	Cash	TMA	13,012,570	21.59
Total				60,284,043	100

Unless otherwise indicated, assets and investment accounts included in this Report are held at Merrill Lynch, Pierce, Fenner & Smith Incorporated ("MLPF&S"), Member SIPC.  
Bank deposits are held at the Bank of America, N.A. and affiliated banks or other depository institutions and are covered by FDIC insurance up to applicable limits. Bank deposits are not protected by SIPC.  
All reports other than the Balances report contain brokerage information only.

# Total Portfolio Review

Performance period: 02/01/2013 to 06/30/2023

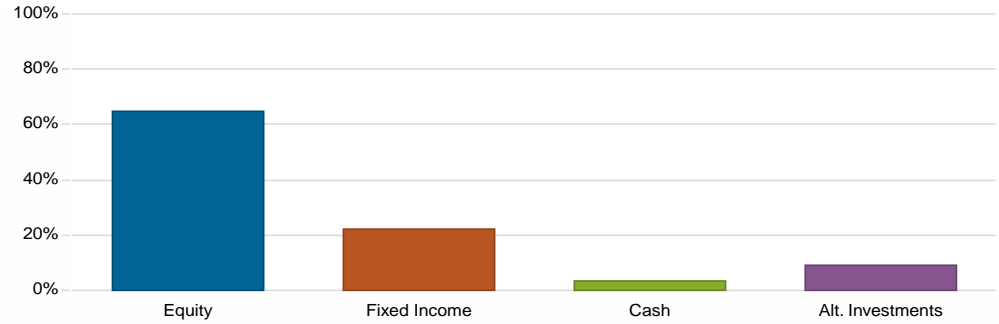
## Investment Earnings and Cash Flows



Categories	Prior 3 Months	Prior 12 Months	Entire Period
Opening Balance(\$)	57,812,976	56,360,630	5,141,579
Contributions/(Withdrawals)(\$)	(134,017)	(2,055,064)	24,370,543
Interest/Dividends(\$)	272,599	1,204,029	11,143,086
Appreciation/(Depreciation)(\$)	2,332,484	4,774,447	19,628,834
Closing Balance(\$)	60,284,043	60,284,043	60,284,043

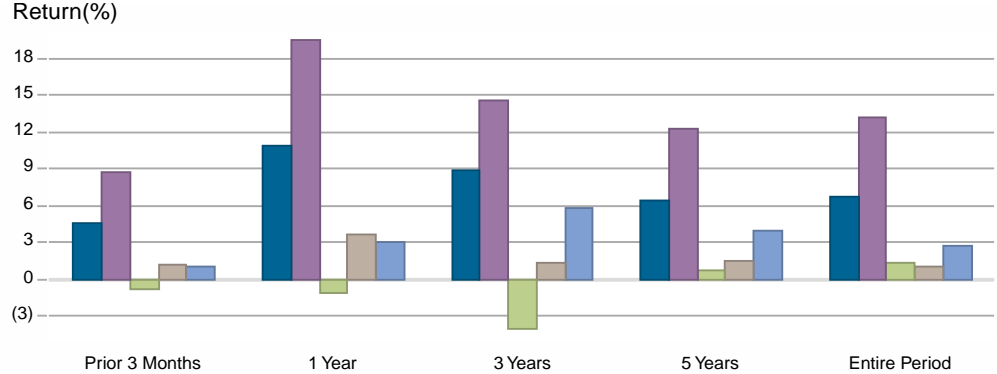
## Asset Allocation

As of Close of Business: 06/30/2023



Current Holdings		
Asset Class	Amount(\$)	Percent(%)
Equity	39,104,476	64.90
Fixed Income	13,468,839	22.35
Cash	2,064,564	3.43
Alt. Investments	5,620,078	9.33
SubTotal	60,257,958	100.00
Other	26,084	
Total	60,284,043	

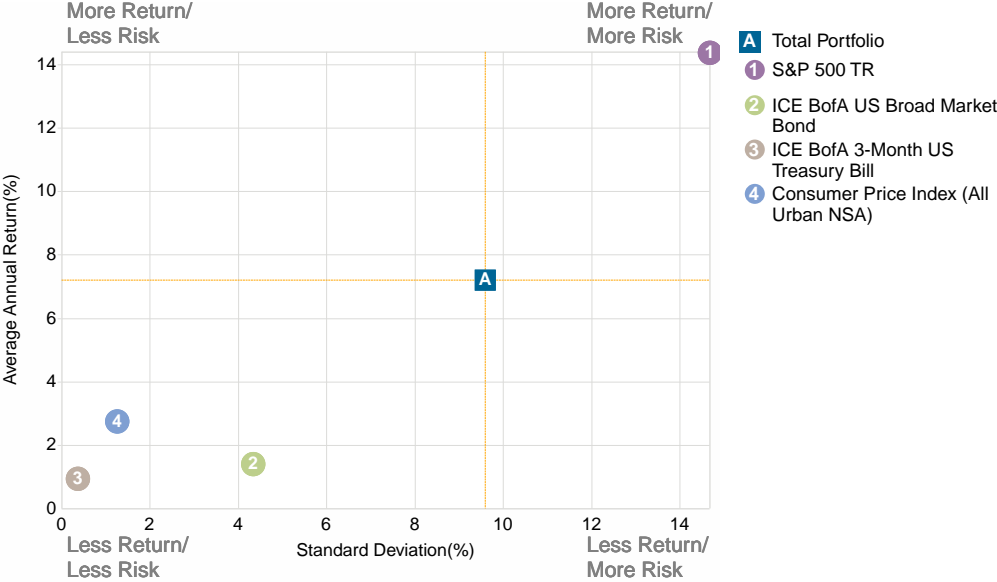
## Annualized Performance



(%)	Prior 3 Months	1 Year	3 Years	5 Years	Entire Period
Total Portfolio	4.52	10.95	8.87	6.47	6.72
S&P 500 TR	8.74	19.59	14.60	12.31	13.17
ICE BofA US Broad Market Bond	(0.82)	(1.10)	(4.02)	0.77	1.31
ICE BofA 3-Month US Treasury Bill	1.17	3.59	1.27	1.55	0.95
Consumer Price Index (All Urban NSA)	1.08	2.97	5.78	3.90	2.74

Returns for periods longer than one year are annualized.

## Risk vs. Return Analysis

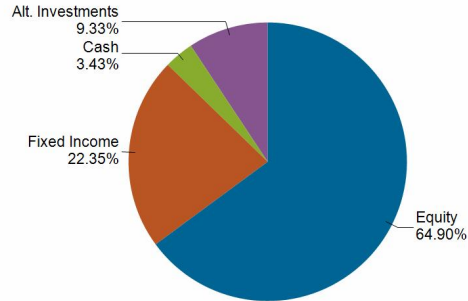


Accounts included in this report: Please refer to the Account List for accounts included in this report.

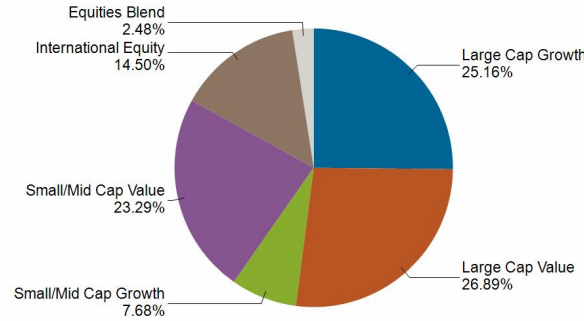
# Asset Allocation Overview

As of Close of Business: 06/30/2023

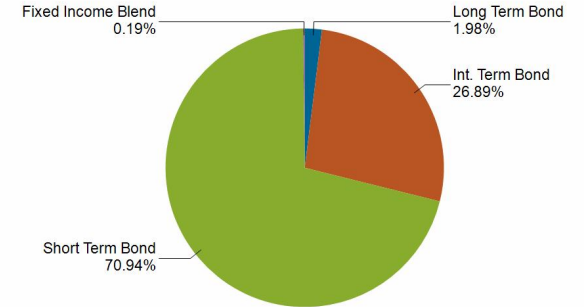
**Asset Allocation**



**Equity Size and Style**



**Fixed Income**



Asset Class	Market Value(\$)	% of Total	Size & Style	Market Value(\$)	% of Total	Maturity	Market Value(\$)	% of Total
Equity	39,104,476	64.90	Large Cap Growth	9,837,161	25.16	Long Term Bond	267,001	1.98
Fixed Income	13,468,839	22.35	Large Cap Value	10,514,256	26.89	Int. Term Bond	3,622,441	26.89
Cash	2,064,564	3.43	Small/Mid Cap Growth	3,003,447	7.68	Short Term Bond	9,554,407	70.94
Alt. Investments	5,620,078	9.33	Small/Mid Cap Value	9,108,852	23.29	Fixed Income Blend	24,990	0.19
<b>Subtotal</b>	<b>60,257,958</b>	<b>100.00</b>	International Equity	5,671,482	14.50	<b>Total</b>	<b>13,468,839</b>	<b>100.00</b>
Other	26,084		Equities Blend	969,279	2.48			
<b>Total</b>	<b>60,284,043</b>		<b>Total</b>	<b>39,104,476</b>	<b>100.00</b>			

## Account Summary

Account	Account Type/Manager	Market Value(\$)	% of Total
XXX-XX003 "EQUITY"	BLACKROCK WDP TR ALL EQ (R)	39,586,697	65.67
XXX-XX004 "FIXED INCOME"	BLACKROCK INTMTAX FIX INC (R)	13,012,570	21.59
XXX-XX017 "ANNUITY ALT INVEST"	ENDOWMENT	7,684,776	12.75
<b>Total</b>		<b>60,284,043</b>	<b>100.00</b>

## Top Holdings (Based on Market Value)

Security Description	Quantity	Price(\$)	Market Value(\$)	% of Total
ISHARES CORE S&P MID-CAP ETF	17,881	261.48	4,675,524	7.76
PARTNERS GROUP PRIVATE EQUITY MASTER FUND LLC CLASS A	303,865	7.87	2,392,786	3.97
IRONWOOD MULTI-STRATEGY FUND LLC	1,941	1,132.48	2,197,779	3.65
MICROSOFT CORP	5,403	340.54	1,839,938	3.05
JNL PERSPECTIVE II B	1	0	1,824,090	3.03
ISHARES TR RUSSELL 2000	9,570	187.27	1,792,174	2.97
BLF FEDFUND CASH RESERVE	1,707,834	1.00	1,707,834	2.83
AMAZON COM INC COM	7,769	130.36	1,012,767	1.68
APPLE INC	5,104	193.97	990,023	1.64
JLL INCOME PROPERTY TRUST, INC. CLASS A	65,241	13.32	869,016	1.44
COMCAST CORP NEW CL A	16,328	41.55	678,428	1.13
<b>Total</b>			<b>19,980,360</b>	<b>33.14</b>

Accounts included in this report: Please refer to the Account List for accounts included in this report.



# Time Weighted Rate of Return by Period: Yearly

Performance period: 02/01/2013 to 06/30/2023

Period	Opening Balance(\$)	Contributions/ (Withdrawals)(\$)	Interest/ Dividends(\$)	Appreciation/ (Depreciation)(\$)	Closing Balance(\$)	ROR Period(%)	ROR Cum(%)
2023	55,419,307	(34)	716,758	4,148,012	60,284,043	8.78	96.88
2022	65,350,760	(2,055,030)	1,197,414	(9,073,837)	55,419,307	(12.03)	80.99
2021	54,696,180	2,205,990	928,512	7,520,078	65,350,760	15.41	105.75
2020	50,736,242	(1,320,828)	994,667	4,286,100	54,696,180	10.89	78.29
2019	42,886,595	(319,972)	1,094,857	7,074,762	50,736,242	19.11	60.78
2018	46,244,358	(924,957)	1,159,272	(3,592,079)	42,886,595	(5.40)	34.99
2017	41,078,153	(1,000,012)	928,767	5,237,450	46,244,358	15.08	42.69
2016	39,672,676	(994,671)	878,532	1,521,616	41,078,153	6.11	23.99
2015	41,206,869	(1,032,282)	1,255,871	(1,757,782)	39,672,676	(1.26)	16.86
2014	39,427,858	(154,994)	1,236,915	697,092	41,206,869	4.90	18.35
2013	5,141,579	29,967,333	751,523	3,567,422	39,427,858	12.82	12.82
<b>Total</b>	<b>5,141,579</b>	<b>24,370,543</b>	<b>11,143,086</b>	<b>19,628,834</b>	<b>60,284,043</b>		<b>96.88</b>

Note that various factors, including unpriced securities, and certain adjustments, holdings or activity may cause report results to differ from actual performance. Report results may also differ from results reported by other Merrill services. Past performance does not guarantee future results.

# Money Weighted Rate of Return by Period: Yearly



Performance period: 07/01/2022 to 06/30/2023

Period	Opening Balance(\$)	Contributions/ (Withdrawals)(\$)	Interest/ Dividends(\$)	Appreciation/ (Depreciation)(\$)	Closing Balance(\$)	ROR Period(%)	ROR Cum(%)
2023	55,419,307	(34)	716,758	4,148,012	60,284,043	8.78	10.92
2022	56,360,630	(2,055,030)	487,271	626,435	55,419,307	2.02	2.02
Total	56,360,630	(2,055,064)	1,204,029	4,774,447	60,284,043		10.92

Note that various factors, including unpriced securities, and certain adjustments, holdings or activity may cause report results to differ from actual performance. Report results may also differ from results reported by other Merrill services. Past performance does not guarantee future results.

# Time Weighted Rate of Return by Account: Yearly

Performance period: 02/01/2013 to 06/30/2023

Period	Opening Balance(\$)	Contributions/ (Withdrawals)(\$)	Interest/ Dividends(\$)	Appreciation/ (Depreciation)(\$)	Closing Balance(\$)	ROR Period(%)	ROR Cum(%)
<b>XXX-XX017 "ANNUITY ALT INVEST"</b>	<b>5,141,579</b>	<b>449,890</b>	<b>1,619,849</b>	<b>473,457</b>	<b>7,684,776</b>		<b>35.61</b>
2023	7,413,589	(35)	198,623	72,599	7,684,776	3.65	35.61
2022	9,056,352	(1,075,030)	273,421	(841,154)	7,413,589	(6.26)	30.83
2021	8,185,499	234	72,841	797,778	9,056,352	10.59	39.56
2020	8,854,487	(432,958)	145,522	(381,552)	8,185,499	(2.66)	26.20
2019	7,749,966	598,626	200,128	305,766	8,854,487	6.30	29.64
2018	7,647,197	0	186,171	(83,402)	7,749,966	1.34	21.95
2017	6,983,283	0	77,079	586,835	7,647,197	9.51	20.33
2016	5,904,777	1,100,000	93,229	(114,723)	6,983,283	(0.76)	9.89
2015	5,309,259	759,970	250,296	(414,749)	5,904,777	(2.42)	10.73
2014	5,284,031	(201,955)	121,868	105,315	5,309,259	4.24	13.48
2013	5,141,579	(298,962)	669	440,744	5,284,031	8.86	8.86
<b>XXX-XX003 "EQUITY"</b>	<b>0</b>	<b>11,761,169</b>	<b>6,306,719</b>	<b>21,518,808</b>	<b>39,586,697</b>		<b>157.60</b>
2023	35,218,315	1	315,926	4,052,454	39,586,697	12.40	157.60
2022	42,402,489	(980,000)	556,541	(6,760,715)	35,218,315	(14.73)	129.18
2021	35,392,110	(796,799)	535,413	7,271,765	42,402,489	22.24	168.78
2020	31,422,478	(950,000)	517,170	4,402,462	35,392,110	16.29	119.89
2019	26,402,524	(2,028,579)	577,098	6,471,435	31,422,478	27.59	89.09
2018	30,179,810	(1,224,957)	693,244	(3,245,572)	26,402,524	(8.90)	48.21
2017	25,875,153	(1,000,011)	578,476	4,726,192	30,179,810	20.66	62.69
2016	24,242,285	(594,671)	493,486	1,734,053	25,875,153	9.27	34.83
2015	26,490,967	(1,792,252)	694,202	(1,150,632)	24,242,285	(1.67)	23.39
2014	24,974,618	46,960	827,397	641,992	26,490,967	5.87	25.49
2013	0	21,081,476	517,768	3,375,374	24,974,618	18.53	18.53
<b>XXX-XX004 "FIXED INCOME"</b>	<b>0</b>	<b>12,159,484</b>	<b>3,216,518</b>	<b>(2,363,432)</b>	<b>13,012,570</b>		<b>12.22</b>
2023	12,787,403	0	202,209	22,959	13,012,570	1.76	12.22
2022	13,891,919	0	367,451	(1,471,968)	12,787,403	(7.95)	10.28
2021	11,118,571	3,002,556	320,258	(549,466)	13,891,919	(1.74)	19.80
2020	10,459,277	62,130	331,974	265,190	11,118,571	5.68	21.93
2019	8,734,104	1,109,981	317,631	297,561	10,459,277	6.43	15.37
2018	8,417,352	300,000	279,858	(263,105)	8,734,104	0.18	8.40
2017	8,219,717	(1)	273,212	(75,576)	8,417,352	2.41	8.21
2016	9,525,614	(1,500,000)	291,817	(97,714)	8,219,717	1.80	5.66
2015	9,406,643	0	311,373	(192,402)	9,525,614	1.27	3.79
2014	9,169,209	0	287,649	(50,216)	9,406,643	2.59	2.49
2013	0	9,184,818	233,086	(248,695)	9,169,209	(0.09)	(0.09)

Note that various factors, including unpriced securities, and certain adjustments, holdings or activity may cause report results to differ from actual performance. Report results may also differ from results reported by other Merrill services. Past performance does not guarantee future results.

# Money Weighted Rate of Return by Account: Yearly

Performance period: 07/01/2013 to 06/30/2023

Period	Opening Balance(\$)	Contributions/ (Withdrawals)(\$)	Interest/ Dividends(\$)	Appreciation/ (Depreciation)(\$)	Closing Balance(\$)	ROR Period(%)	ROR Cum(%)
<b>XXX-XX017 "ANNUITY ALT INVEST"</b>	<b>5,315,976</b>	<b>449,890</b>	<b>1,619,483</b>	<b>299,427</b>	<b>7,684,776</b>		<b>31.10</b>
2023	7,413,589	(35)	198,623	72,599	7,684,776	3.65	31.10
2022	9,056,352	(1,075,030)	273,421	(841,154)	7,413,589	(6.45)	26.61
2021	8,185,499	234	72,841	797,778	9,056,352	10.59	36.14
2020	8,854,487	(432,958)	145,522	(381,552)	8,185,499	(2.77)	22.19
2019	7,749,966	598,626	200,128	305,766	8,854,487	6.19	26.69
2018	7,647,197	0	186,171	(83,402)	7,749,966	1.34	18.73
2017	6,983,283	0	77,079	586,835	7,647,197	9.51	17.54
2016	5,904,777	1,100,000	93,229	(114,723)	6,983,283	(0.34)	5.87
2015	5,309,259	759,970	250,296	(414,749)	5,904,777	(3.05)	6.66
2014	5,284,031	(201,955)	121,868	105,315	5,309,259	4.37	9.92
2013	5,315,976	(298,962)	303	266,713	5,284,031	5.24	5.24
<b>XXX-XX003 "EQUITY"</b>	<b>21,494,874</b>	<b>(9,320,307)</b>	<b>6,202,052</b>	<b>21,210,078</b>	<b>39,586,697</b>		<b>151.77</b>
2023	35,218,315	1	315,926	4,052,454	39,586,697	12.40	151.77
2022	42,402,489	(980,000)	556,541	(6,760,715)	35,218,315	(14.76)	126.62
2021	35,392,110	(796,799)	535,413	7,271,765	42,402,489	22.32	155.84
2020	31,422,478	(950,000)	517,170	4,402,462	35,392,110	15.91	112.01
2019	26,402,524	(2,028,579)	577,098	6,471,435	31,422,478	28.00	84.23
2018	30,179,810	(1,224,957)	693,244	(3,245,572)	26,402,524	(8.53)	47.17
2017	25,875,153	(1,000,011)	578,476	4,726,192	30,179,810	20.67	58.58
2016	24,242,285	(594,671)	493,486	1,734,053	25,875,153	9.27	32.21
2015	26,490,967	(1,792,252)	694,202	(1,150,632)	24,242,285	(1.76)	21.07
2014	24,974,618	46,960	827,397	641,992	26,490,967	5.87	23.00
2013	21,494,874	0	413,100	3,066,643	24,974,618	16.19	16.19
<b>XXX-XX004 "FIXED INCOME"</b>	<b>9,058,283</b>	<b>2,974,666</b>	<b>3,128,515</b>	<b>(2,148,895)</b>	<b>13,012,570</b>		<b>10.63</b>
2023	12,787,403	0	202,209	22,959	13,012,570	1.76	10.63
2022	13,891,919	0	367,451	(1,471,968)	12,787,403	(7.95)	8.31
2021	11,118,571	3,002,556	320,258	(549,466)	13,891,919	(1.89)	21.28
2020	10,459,277	62,130	331,974	265,190	11,118,571	5.68	24.34
2019	8,734,104	1,109,981	317,631	297,561	10,459,277	6.39	17.51
2018	8,417,352	300,000	279,858	(263,105)	8,734,104	0.19	10.34
2017	8,219,717	(1)	273,212	(75,576)	8,417,352	2.41	9.98
2016	9,525,614	(1,500,000)	291,817	(97,714)	8,219,717	2.18	7.44
2015	9,406,643	0	311,373	(192,402)	9,525,614	1.27	5.16
2014	9,169,209	0	287,649	(50,216)	9,406,643	2.59	3.85
2013	9,058,283	0	145,083	(34,157)	9,169,209	1.22	1.22

Note that various factors, including unpriced securities, and certain adjustments, holdings or activity may cause report results to differ from actual performance. Report results may also differ from results reported by other Merrill services. Past performance does not guarantee future results.

# Important Information About Reference Indices

Market indices are included in this report to provide a reference point when reviewing the performance of your account(s). Indices provide a general source of information on how various market segments and types of investments have performed in the past. The index illustrated may be a single index, a combination of indices, or may include the performance of a Merrill allocation model. The characteristics of the indices provided may differ from your actual account(s). You should discuss with your Financial Advisor the reference indices selected and how they compare with your account(s).

**XXX-XX017: Account Performance Range: 01/14/2005 - CURRENT**  
**Advisor Defined Style Index Performance Range: 01/01/2005 - 06/30/2023 \***

**Fixed Allocation Blend Index:**

Cash: 20.00% ICE BofA 3-Month US Treasury Bill  
AI: 60.00% HFRI Fund of Funds Composite \*  
Equity: 12.00% S&P 500 TR  
Fixed Income: 8.00% ICE BofA US Corporate & Government 1-10Yr A Rtd+

**XXX-XX004: Account Performance Range: 02/19/2013 - CURRENT**  
**Style Index:**  
02/01/2013 - 06/30/2023 (100.00% BBG Barclays US Aggregate Intermediate Bond TR) \*

**XXX-XX003: Account Performance Range: 02/19/2013 - CURRENT**  
**Style Index:**  
02/19/2013 - 08/31/2016 (25.00% S&P 500 TR, 25.00% MSCI AC World ex US TR Net, 17.50% Russell 1000 Value TR, 17.50% S&P 500 Growth TR, 5.00% S&P Mid Cap 400 Value TR, 5.00% MSCI World Small Cap TR Net, 5.00% MSCI Emerging Markets TR Net)  
09/01/2016 - CURRENT (60.00% MSCI AC World ex US TR Net, 40.00% MSCI USA TR Gross)

**Additional Comparatives:** The following indices are further reference points to various broad market indices. Based on the exhibits selected, these indices may or may not be included in this report.

**S&P 500 TR**

*ICE BofA 3-Month US Treasury Bill*

*Russell 1000 Value TR*

*ICE BofA US Corporate, Government & Mortgage*

*ICE BofA US Broad Market Bond*

*ICE BofA US Corporate, Government & Mortg 1-10Yr*

*BBG Barclays US Aggregate Intermediate Bond TR*

*Consumer Price Index (All Urban NSA)*

A **Style Index** is designed to provide a relevant market comparison to the performance of an account and where applicable, an investment manager or Financial Advisor's investment strategy. It can either be a single index benchmark or a combination of indexes. A Style Index is determined by Merrill based on several factors such as the Manager's investment philosophy and style if applicable, the asset mix over time, the range and average market capitalization of stock holdings over time, and maturities and duration of fixed income holdings.

An **Advisor Defined Style Index** is the reference index selected by your Advisor as the primary comparative index for your account(s). If risk statistics such as alpha or the information ratio have been included in the analysis, this index will be used in calculating those statistics. The following are type(s) of index blends your Financial Advisor selected:

**Fixed Allocation Blend Index** - weighs the performance of the indices selected for each asset class based on the allocation displayed. If daily performance is available for each component index leveraged, your Fixed Allocation Blend is calculated based on the actual performance start date. If performance data is not available daily for one or more component indices, your Fixed Allocation Blend will leverage full month performance returns for those indices and months.

A **Custom Index** when presented, is calculated using the same market indices included in the Style Index, but leverages the actual asset allocation of your account(s). The difference between the Style and Custom Indices provides an indication of positive/negative asset allocation impact. Please note, the Custom Index can leverage indices not included in your Style Index and, therefore, may not have the same data availability.

**Allocation Score:** This score is designed as a measure of the incremental rate of return added by the investment manager's asset allocation decisions. Mathematically, it is derived by subtracting the Style Index Return from the Custom Index Return, thus "isolating" out the effect of the manager's active asset allocation decisions in the Custom Index, as compared with the static or passive allocation guidelines in the Style Index.

**Selection Score:** This is designed as a measure of the value added by the investment manager or Financial Advisor's active security selection. Mathematically, it is derived by subtracting the Custom Index return from the actual portfolio's return, thus "isolating" out the effect of the manager or Financial Advisor's active security selection decisions versus the passive alternative of the market indices used in the Custom Index.

**Active Management Score:** This score indicates the incremental rate of return added by the investment manager or Financial Advisor through security selection and asset allocation. The score is derived by comparing the actual, actively managed portfolio's returns to those of a "passive" portfolio, the Style Index. Mathematically, the Active Management Score is computed as the difference between the actual portfolio return and the Style Index return. It is also equal to the sum of the Selection and the Allocation Scores, since it "cumulates" the manager's or the Financial Advisor's contribution in both areas.

Reference Indices may be included as a general source of information regarding the performance of certain types of investments (e.g., US equities, international equities, fixed income, cash, etc.). Direct investment into an index cannot be made. Additional information regarding the indices shown is available from your Financial Advisor.

**Accounts included in this report:** Please refer to the Account List for accounts included in this report.

# Important Information About Reference Indices



The Russell Indexes are marks of Frank Russell Company.

Performance data for indices is generally available on a "Close of Business" or monthly basis for the performance date range.

\* The noted indices do not have performance information available as of "Close of Business" or for partial month portfolio returns. In these cases, the indices reflect full month performance returns. It is important to understand this if you are using any indices for performance comparisons relative to your account(s) and the overall market.

# Important Information About This Report

This analysis is a brokerage report that provides you with a detailed review of your investment strategy, including current financial positions, asset allocation and investment performance. In conjunction with a Financial Advisor's assistance, this report can help you make informed investment decisions in order to support your financial objectives. Merrill offers brokerage, investment advisory and other services. For more information about any of these services and their differences, including the type of advice and assistance offered, see your Financial Advisor. Please note that security classifications and definitions of objectives described below can be changed from time to time at the discretion of Merrill. It is important for you to understand that this report is not a comprehensive financial plan. If you are interested in a formal analysis of your entire financial situation, ask your Advisor about Merrill's financial planning services, including the fees that may be applicable.

Please note that it does not provide information on any unsupervised (i.e., unmanaged) assets that may be held in your account(s).

An (R) after the name of the investment objective means that you have imposed one or more restrictions on the management of your account.

For accounts enrolled in managed account programs such as the Merrill Lynch Investment Advisory Program, BlackRock Private Investors ("BR PI"), Strategic Portfolio Advisor ("SPA"), client agreements, disclosure statements, and profiles (if applicable) can provide additional information about these programs, including applicable fees, restrictions and other terms.

Merrill is both a broker-dealer and an investment adviser, and it offers both brokerage and investment advisory services. There are important differences between these services, including the type of advice and assistance provided, the fees charged, and the rights and obligations of the parties. Brokerage services are also regulated under different laws and rules than advisory services. It is important for you to understand these differences, particularly when determining which service or investments you might select.

## **Pricing of Securities**

Pricing of securities is provided for your information. Your Account Statement is your official record of holdings, balances, and security values for your accounts at Merrill and sold to you by your Financial Advisor. Unless you or a third party have provided the values for any External Assets, values reflect information as of the "Close of Business" date reflected at the top of each exhibit. Values for External Assets (if you have chosen to include them) will reflect information as of the "Close of Business" date indicated, provided pricing information for the particular security is available to Merrill. Otherwise, pricing information for External Assets are based on values you or a third party have provided to Merrill. Please contact your Financial Advisor if you have questions relating to pricing information. Please see the "External Assets" section at the end of this Report for important information relating to External Assets generally, including reviewing the External Assets with your Financial Advisor on a regular basis.

Annuities and life insurance products are not held in your account. Their values are listed in the report for your convenience. Life Insurance Cash Values and Annuity Contract Values are used to calculate Total Portfolio Value. These values are as of "close of one business" day prior to the "as of" date shown. Cash values may not reflect immediately available funds due to loan balances and/or policy changes. Annuity Contract Values may not reflect immediately available funds due to contract changes. All market values include accrued interest, unless otherwise indicated.

## **Performance**

Account values, cash flows and returns may differ from other sources due to differing methods of pricing, accounting or calculation. This Report is prepared on a trade date basis using accrued income when sufficient data is available and thus will differ from a report prepared on a settlement date basis (e.g., your Merrill account statement). From time to time, asset valuation or transaction data may be adjusted, which in turn may impact the portfolio performance calculations and other information shown in the report. In addition, if your account(s) holds "when issued securities," which are not valued by Merrill until the settlement date, your asset allocation may not be accurately reflected.

Rate of returns presented "Net of Fees" reflect the deduction of the **Investment Advisory Program** fee, where applicable. The deduction of the **Investment Advisory Program** fee, where applicable, is also reflected in the Appreciate/Depreciation section. Other than the applicable program fee, net returns do not reflect the deduction of fees that may be charged directly to an underlying account, including, but not

limited to brokerage-related commissions, transfer taxes, margin interest, certain redemption fees, exchange or similar fees (such as American Depositary Receipts) charged by third parties, including issuers, electronic fund, wire or other account transfer fees, annual investor fees and repurchase fees relating to exchange-traded notes and other charges imposed by law.

Rate of returns presented "Gross of Fees" are shown before the deduction of advisory fees where applicable in order to make them comparable to the returns of the market indices. Rate of returns are presented "Net of Fees" unless noted as "Gross of Fees."

Please refer to the applicable ADV Brochure and Client Agreement for a full description of investment advisory fees for accounts enrolled in an investment advisory program.

Market indices or other benchmark returns are shown for comparison purposes only, and there is no assurance or guarantee that such performance will be achieved. Market indices are unmanaged. It is not possible to invest in an index. Depending on how account fees are paid (see below), the account returns may be shown after the deduction of fees for certain periods. When the fee is deducted directly from this account(s), information will be shown both before and after the deduction of fees. When the fee is deducted directly from another account(s), information will be shown before the deduction of fees. When the fee is paid via invoice:

- For periods prior to September 1998, information will be shown before the deduction of fees.
- For periods after September 1998, information will be shown both before and after the deduction of fees.

It is very important that you provide Merrill with current information regarding the management of your account(s). We encourage you to contact a Financial Solutions Advisor if there have been any changes in your financial situation or investment objectives, or if you wish to impose any reasonable restrictions on the management of your account(s) or reasonably modify existing restrictions. If you would like to receive a free copy of the current Form ADV Brochure(s) for the investment advisory program(s) in which your account(s) is enrolled, please send a written request with your account number(s) to: Managed Accounts Processing and Services, 4800 Deer Lake Drive West, Building 1, 3rd Fl., Jacksonville, FL 32246. You may also obtain a copy of the various Merrill advisory program brochures by accessing the Securities and Exchange Commission ("SEC") website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

The valuation of hedge funds is prepared based upon information from third party sources. The information has not been verified and cannot be guaranteed. This data may include estimates and is subject to revision.

If an account has been managed by more than one manager, the manager name in the Report reflects the current manager. However, return and standard deviation information may be calculated using the entire history of each account. This Report may also include information for account(s) that are not managed by an investment manager (i.e., where you make the investment decisions).

## **Classification of Securities**

For Asset Class, Sector or Size and Style Analysis reports, securities are generally classified by asset class, sector, size and style and, for Fixed Income, maturity.

- For Size and Style, security classification is as follows: a capitalization breakpoint of \$19.70 billion defines the size Large Cap, \$19.70 billion to \$6.40 billion for Mid Cap, and less than \$6.40 billion for Small Cap for domestic equity securities. Small/Mid Cap (SMID) is defined as less than \$19.70 billion. The style (Growth, Core or Value) for these securities is defined by a proprietary procedure which utilizes a series of quantitative and qualitative metrics (e.g., expected earnings growth, analyst coverage, etc.).

- For Equity Sector, security classifications are based on Global Industry Classification Standard ("GICS"). Source: Morgan Stanley Capital International ("MSCI") and Standard & Poor's ("S&P"), a division of the McGraw Hill Companies, Inc.
- For Fixed Income, maturity breakpoints are as follows: Short-Term: 0-5 years, Intermediate-Term: 5-15 years, Long-Term greater than 15 years.
- For Fixed Income, Non-Securitized US Agency, US Government Sponsored Enterprise, and Super National debt are classified as US Government / Quasi Government. All Securitized Agency and Government Sponsored Enterprise debt are classified as Securitized.



# Important Information About This Report

- For Fixed Income, bonds are classified as either Investment Grade or High Yield based on the bond's composite rating as determined by a methodology set out in the Composite Rating Explanation, with the exception of bonds pre-refunded or maturity to escrow (including partial redemptions). Bonds pre-refunded or maturity to escrow (including partial redemptions) are classified as investment grade and placed in their respective fixed income sector.
- Equity Region classifications are based on country of domicile and mapped to BofA Global Research Group global regions.
- Convertible securities and options are classified as Equities.
- Preferred Stock is classified as Fixed Income.
- Life Insurance products are classified as Other.
- For Alternative Investments, Exchange Funds, Hedge Funds, Private Equity, Managed Futures, Precious Metals and select Market-Linked Investments may be included.
- For "Other" and "Hard" Assets, items that are not easily classified into the asset classes above (such as business interests, investment real estate, options, and life insurance) are shown for informational purposes only and are not part of your analysis.
- When External Assets are included in a Report (as described further in the External Assets section of this Appendix), securities and/or strategies are generally classified, where available, as indicated above. If a classification is not available, External Assets are classified as "Other".
- When available, Market-Linked Investments are classified by the nature of the referenced or linked security or market measure associated with that market-linked investment which may be an individual security, index, or other investment such as a mutual fund or exchange traded fund.
- For mutual funds, exchange traded funds, closed end funds and the investment options of underlying annuities, the fund may be shown by holdings or, optionally, by profile (fund objective).
- When shown by holdings, the fund is classified by the asset class, sector, size and style or maturity breakdown of those securities. When shown by profile, the fund is classified by the asset class, sector, or size and style provided by vendors and mapped to Merrill's Chief Investment Office allocation schema in order to report the industry's or Merrill's interpretation of the objective of the fund/pooled investment vehicle. Note that the data used for this classification is obtained from a variety of sources and may not be current (see "Data As Of" date shown in the Details Section for the date the portfolio securities and/or strategies were reported by the fund). Mutual funds, exchange traded funds, closed end funds and the investment options of underlying annuities may change their portfolio securities on a regular (often daily) basis. Accordingly, any analysis that includes mutual funds, exchange traded funds, closed end funds, and the investment options of underlying annuities may not accurately reflect the current composition of these funds. The classification of these securities may differ from other sources due to differing methods of classification (e.g. shown and classified by holdings versus by profile). As such, this Report may differ from other reports (e.g., your Merrill account statement, in which these funds are always shown by profile) depending on whether the funds are shown by holdings or by profile in this Report. In particular, Non-Traditional Funds (NTFs), mutual funds and exchange traded funds that pursue alternative strategies or provide alternative asset exposure, may be classified as alternative investments when shown by profile, but when shown by holdings, the NTF will be classified by the asset class, sector, size and style or maturity breakdown of its holdings, which may reflect no allocation to alternative investments.
- If the holdings or profile data for mutual funds, exchange traded funds, or closed end funds is not available, the fund is classified by its predominant asset class ("Data As Of" date shown as "N/A" in the Details Section).
- If the holdings or profile data for the investment options of underlying annuities is not available, fixed annuities and market value adjusted annuities are classified as Fixed Income and variable annuities are classified as Equities. Note that annuities and life insurance products are not held in your account but are included here for your information.
- For investment advisory programs, asset allocation information may be based on your actual securities and/or strategies, model portfolio holdings or the mandated style. Your Financial Advisor can provide additional information.

The Details Section may also provide summary information regarding accounts enrolled in managed account programs such as the Investment Advisory Program (utilizing Managed or Custom Managed strategies), Consults, BlackRock Private Investors ("BR PI"), and MFA, classification detail for the

managed account is not based on your actual holdings but on the investment style that has been identified for the specific investment manager/style.

Your Financial Advisor can also provide a report based on the account's actual holdings.

When External Assets are included in a Report (as described further in the External Assets section of this Appendix), holdings are generally classified, where available, as indicated above and are based on classification types established by Merrill. The Merrill classification types may differ from those used at those institutions where your External Assets are maintained. These differences in classification may cause the External Assets in your External Accounts to be displayed in asset allocations and/or sector information on your Merrill Reports that differ from how they appear in those other institutions. These differences in classification types do not impact the valuation of the External Assets. Allocations reported when a classification is not available for External Accounts and External Account Proxies are classified as "Other".

Classification details for mutual funds, closed end funds, certain managed accounts, annuities and External Account Proxies are identified in "Details for Managed Assets and Pooled Investments" ("Details Section").

"External Account Proxy" are External Accounts that you have generally identified in the aggregate and not by specific holdings. Be sure to periodically review these accounts with your Financial Advisor and advise if there have been any changes to the holdings in or value of these Accounts.

When External Accounts and External Account Proxies are included in a Report (as described further in the External Assets section of this Report), holdings are generally classified, where available, as indicated above. If a classification is not available, External Accounts and External Account Proxies are classified as "Other".

If "Portfolio Detail" reports are included, the value shown for mutual funds, exchange traded funds, closed end funds and the investment options of underlying variable annuities is the proportionate dollar value of a fund's holdings, as classified by asset class, sector, size and style or maturity, respectively.

## **Date of Composition Information Obtained for Pooled Investments**

If the accounts included in this Report hold mutual funds, closed end funds, annuities, and/or other pooled investments, the holdings reported by the fund or carrier as appropriate, as of the date identified below, are reflected in the Report. Note that mutual funds change their portfolio holdings on a regular (often daily) basis. Accordingly, this Report may not reflect the current composition of the accounts included.

## **External Assets**

The following important information is provided to help you better understand the external assets information that has been provided in this report, if applicable, and to advise you of action you may need to take by periodically reviewing those assets. If you have requested your Financial Advisor include your external assets in this report, your disclosed external assets are reflected in Appendix: Client Profile in the "Investment Assets Not Held at Merrill or Bank of America" section. For purposes of the following information, both External Accounts and External Account Proxies are referred to generally as "External Assets".

- External Assets may include securities, values and other information that have been supplied: (1) by you to your Financial Advisor; (2) by you through a direct custodial feed (or) through a third party data aggregation service which combines your External Assets and provides that information to Merrill. External Assets information may not be included in every exhibit in this Report. Please make sure you periodically review your External Assets and if you have provided External Assets-related information to your Financial Advisor for inclusion in this or other reports and analyses, it is important that you provide your Financial Advisor with updated values, as appropriate.



# Important Information About This Report

External Assets information is not included in every exhibit in this Report. External Assets information is only included in the following exhibits:

- Account List
- Asset Allocation
- Asset Allocation Overview
- Asset and Account Allocation
- Asset Class Analysis Account Detail
- Asset Class Analysis Account Summary
- Asset Class Analysis Detail
- Asset Class Analysis Summary
- Balances
- Historical Allocation by Asset Class
- Holdings by Account/Product
- Holdings by Product
- Holdings by Product (MRP)
- Holdings by Product/Account
- Portfolio Overview
- Portfolio Summary by Account
- Potential Wealth
- Progress to Goals
- Research Ratings
- Sector Analysis Detail
- Sector Analysis Summary
- Size and Style Analysis Detail
- Size and Style Analysis Summary
- Total Portfolio Review

Please make sure you periodically review your External Assets and if you have provided External Assets-related information to your Financial Advisor for inclusion in this or other reports and analyses, it is important that you provide your Financial Advisor with updated values, as appropriate.

Your Financial Advisor and Merrill will not update information relating to your External Assets, except for pricing information, if pricing information for the particular security is available to Merrill. Please refer to "Pricing of Securities" Important Information About This Report for additional information.

- *Your Merrill Account Statement is your official record of holdings, balances, and security values for your accounts at Merrill and sold to you by your Financial Advisor.* Any investments sold to you by your Merrill Advisor will be included on your Merrill Account Statement. Any information contained in this Report does not replace or supersede information on your Merrill Account Statement or any third party account statement for your External Assets. If there is any inconsistent information reflected for the External Assets information included in this Report, please refer to the statement or report sent to you by the third party and notify the Office Management Team at your Merrill branch office so that we may update the information.
- **Merrill does not independently verify the accuracy of the information supplied, by you or any third party used through My Financial Picture.**
- Although Merrill may be providing you with information relating to External Assets, Merrill does not provide investment advice with respect to External Assets unless otherwise agreed to between you and Merrill.

## **Important Note about Alternative Investments**

Alternative investments can provide diversification benefits not obtained from more traditional investments, but should be carefully considered based on your investment objectives, risk tolerance, liquidity needs and time horizon. Certain types of products that implement alternative investment strategies (such as hedge funds and private equity) are often long-term, illiquid investments that are not easily valued, while other types of products that implement alternative investment strategies, such as Non-Traditional Funds (NTFs) (mutual funds and exchange traded funds that pursue alternative strategies or provide alternative asset exposure) are generally liquid. NTFs, hedge funds, private equity funds and other products that implement alternative investment strategies may be reflected in the alternative investment asset allocation.

- For Alternative Investments, Exchange Funds, Hedge Funds, Private Equity, Managed Futures Precious Metals and select Market-Linked Investments may be included.  
- For "Other" and "Hard" Assets, items that are not easily classified into the asset classes above (such as business interests, investment real estate, options, and life insurance) are shown for informational purposes only and are not part of your analysis.

## **Alternative Investment Risks**

For investors who may want to consider alternative investments as part of a diversified portfolio, careful consideration should be given to the associated risks of these investments. The investor's investment objectives, time horizon, risk tolerance, liquidity needs and net worth should be appropriate as certain types of products that implement alternative investment strategies (such as hedge funds and private equity) are often long-term, illiquid investments that are not easily valued.

Often specific levels of net worth and liquidity are required in making certain alternative investments available (e.g., for some alternative investments, such as hedge funds and private equity, net worth of \$5 million or more is required). In addition, the timing of capital calls and distributions may not be predictable; periodic pricing or valuation information may not be available; and complex tax structures may be utilized and there may be delays in distributing important tax information. Certain alternative investment products (such as hedge funds and private equity) are sold pursuant to exemptions from registration with the SEC and may not be subject to the same regulatory requirements as other investment products. Certain alternative investments require tax reports on Schedule K-1 to be prepared and filed. As a result, investors will likely be required to obtain extensions for filing federal, state, and local income tax returns each year. Certain other investments in your portfolio may also be classified as alternative investments. Non-Traditional funds (NTFs) are mutual funds and exchange-traded funds that are classified as alternative investments because their principal investment strategies utilize alternative investment strategies or provide for alternative asset exposure as the means to meet their investment objectives. Though the portfolio holdings of NTFs are generally made up of stocks and bonds, NTFs may also hold other asset classes and may use short selling, leverage and derivatives. While the strategies employed by NTFs are often used by hedge funds and other alternative investment vehicles, unlike hedge funds, NTFs are registered with the SEC and thus subject to a more structured regulatory regime and offer lower initial and subsequent investment minimums, along with daily pricing and liquidity. While these investment vehicles can offer diversification within a relatively liquid and accessible structure, it is absolutely essential to understand that because of this structure, NTFs may not have the same type of non-market returns as other investments classified as alternative investments (such as hedge funds) and thus may serve as an imperfect substitute for such other investment vehicles. The risk characteristics of NTFs can be similar to those generally associated with traditional alternative investment products (such as hedge funds). No assurance can be given that the investment objectives of any particular alternative investment will be achieved. Like any investment, an investor can lose all or a substantial amount of his or her investment. In addition to the foregoing risks, each alternative investment vehicle is subject to its own varying degrees of strategy-specific or other risks. Whether a particular investment meets the investment objectives and risk parameters of any particular client must be determined case by case. You must carefully review the prospectus or offering materials for any particular fund/pooled vehicle and consider your ability to bear these risks before any decision to invest.

## **Asset Allocation Models**

Merrill, through the CIO, has developed asset allocation models for investment guidance that are based on various risk tolerance and time horizon metrics. These asset allocation models and guidance are subject to change as market conditions change in the future. Alternatively, your Financial Advisor may have customized an asset allocation for your specific situation which may or may not be based on an asset allocation model. Asset allocation does not assure a profit or protect against a loss in declining markets. Asset allocation cannot eliminate the risk of fluctuating prices and uncertain returns.

Asset allocation models that include alternative investments as an asset class are predicated on various client liquidity profiles. In general, including alternative investments, particularly traditional hedge funds and private equity funds, may only be in the best interest of clients with lower liquidity needs. In adopting an asset allocation model or strategy that includes alternative investments or in investing in alternative investments, you should consider your liquidity needs and assets available to you to meet those needs. You should regularly review your asset allocation with your Financial Advisor.

- When a Wealth Management Analysis is included, the Portfolio Assets Rate of Return represents the after-tax rate of return that your portfolio assets are projected to generate for the purposes of this analysis. Liquidating your portfolio assets would be more costly than the financing alternatives with lower interest rates because you would be losing a greater amount of investment income than you would be paying in interest costs. Interest expense may not be deductible for all taxpayers. Please consult your tax advisor.

## **IMPORTANT DISCLOSURES**

Merrill Lynch, Pierce, Fenner & Smith Incorporated (also referred to as "MLPF&S" or "Merrill") makes available certain investment products sponsored, managed, distributed, or provided by companies that are affiliates of Bank of America Corporation ("BoFA Corp."). MLPF&S is a registered broker-dealer, registered investment adviser, Member SIPC, and a wholly owned subsidiary of BoFA Corp.

# Important Information About This Report



Merrill Lynch Life Agency Inc. ("MLLA") is a licensed insurance agency and a wholly owned subsidiary of BofA Corp.

Trust and fiduciary services are provided by Bank of America, N.A., Member FDIC, and a wholly-owned subsidiary of BofA Corp.

Banking products are provided by Bank of America, N.A., and affiliated banks, Members FDIC, and wholly owned subsidiaries of BofA Corp.

Bank of America, Merrill, their affiliates, and advisors do not provide legal, tax, or accounting advice. Clients should consult their legal and/or tax advisors before making any financial decisions.

Investment products offered through MLPF&S and insurance and annuity products offered through MLLA:

Are Not FDIC Insured	Are Not Bank Guaranteed	May Lose Value
Are Not Deposits	Are Not Insured by Any Federal Government Agency	Are Not a Condition to Any Banking Service or Activity

©2023 Bank of America Corporation. All rights reserved. | 4898760 |

**Otis Greene, CFA**

Managing Director / Portfolio Manager  
BlackRock

**Liz Hanson, CFA**

Associate Portfolio Manager  
BlackRock

**BlackRock**<sup>®</sup>

## **The NW FL State College Foundation**

**As of June 30, 2023**

McGovern, O'Dell & Associates  
Financial Advisory Group  
Merrill Lynch Wealth Management

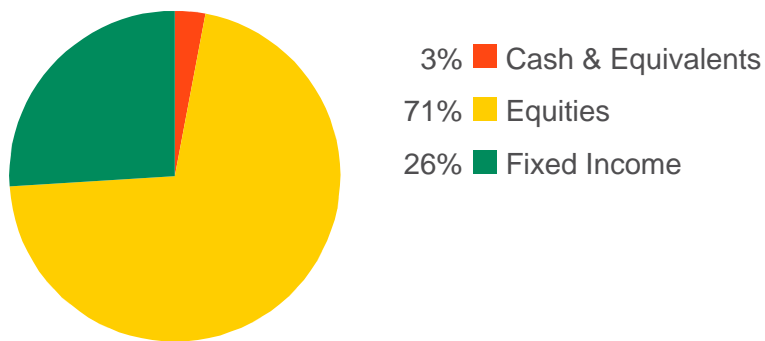
# Portfolio Analysis

# Asset Allocation Overview

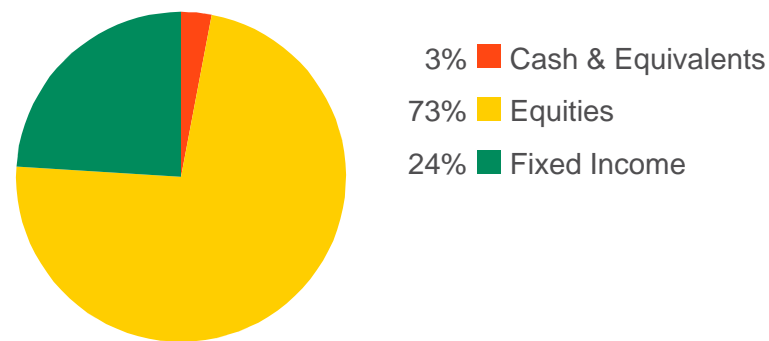
As of June 30, 2023

Account No: 20650599 Custodian Account No:

As of March 31, 2023



As of June 30, 2023



Asset Class	Market Value	% MV as of 3/31/2023	% MV as of 6/30/2023	Annual Income	Yield (%) <sup>1</sup>
Cash & Equivalents	1,753,340	2.8	3.3		
Equities	38,038,500	71.5	72.5	557,314	1.47
Fixed Income	12,703,731	25.7	24.2	382,689	5.22
Total Account	52,495,571	100.0	100.0	940,003	2.33
Accrued Income	117,451				
<b>Total Account Plus Accrued Income</b>	<b>\$52,613,022</b>				

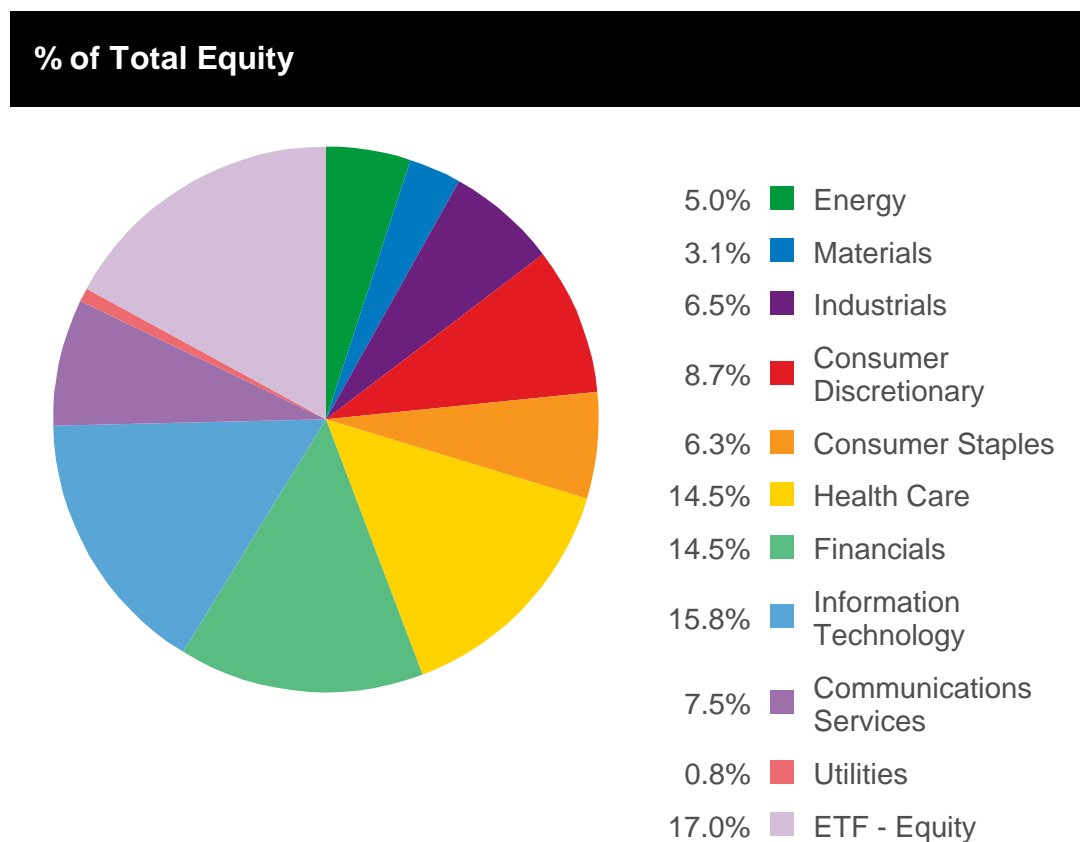
<sup>1</sup> For equities, "Yield" reflects the dividend yield. For fixed income, "Yield" reflects the yield to maturity. Please refer to the Important Information at the end of this document for additional information. This report is intended solely for the owner(s) of the account identified herein.

# Equity Top Holdings & Sector Allocation

As of June 30, 2023

Account No: 20650599 Custodian Account No:

Top 10 Equity Holdings	% of Equity Portion
iShares Core S&P Mid-Cap	12.3
Microsoft Corp	4.8
iShares Russell 2000 ETF	4.7
Amazon Com Inc	2.7
Apple Inc	2.6
Comcast Corp Class A	1.8
Laboratory Corporation Of	1.5
Alphabet Inc Class A	1.5
Sanofi SA ADR	1.5
BP PLC ADS	1.3
<b>Total</b>	<b>34.7</b>



Holdings are subject to change.  
Please refer to the Important Information at the end of this document for additional information.  
This report is intended solely for the owner(s) of the account identified herein.

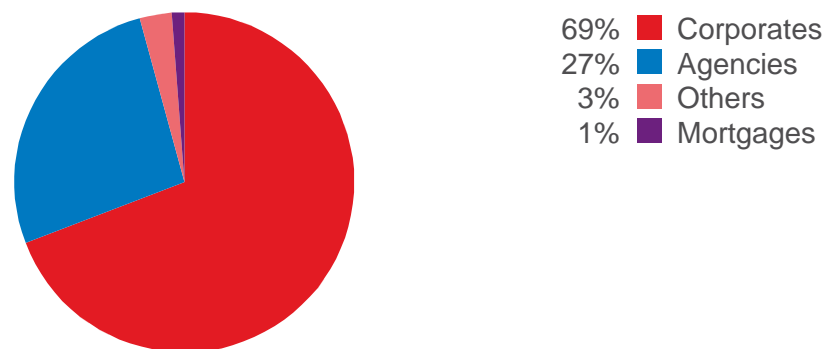
# Fixed Income Analysis

As of June 30, 2023

Account No: 20650599 Custodian Account No:

## Fixed Income Sector Allocation

% of Fixed Income



Fixed Income Characteristics	Average Quality <sup>1</sup>	Average Duration	Average Maturity	Average Yield to Maturity (%)	Average Current Yield (%)
Portfolio	A	3.2 Years	3.6 Years	5.22	3.01

<sup>1</sup> "Average Quality": Excludes bonds that are not rated.  
It is not possible to directly invest in an unmanaged index.  
Please refer to the Important Information at the end of this document for additional information.  
This report is intended solely for the owner(s) of the account identified herein.

# Performance Highlights

As of June 30, 2023

Account No: 20650599 Custodian Account No:

Portfolio Asset Allocation	Market Value	% of Total Portfolio	Yield (%) <sup>1</sup>
Cash & Equivalents	1,753,340	3.3	
Equities	38,038,500	72.5	1.47
Fixed Income	12,703,731	24.2	5.22
Total Account	52,495,571	100.0	2.33
Accrued Income	117,451		
<b>Grand Total</b>	<b>\$52,613,022</b>		

Portfolio Change Since 02/26/13	
Opening Market Value	\$29,938,388
Net Additions/(Withdrawals) <sup>2</sup>	(8,788,238)
Income Received	9,566,700
Market Appreciation/(Depreciation)	21,896,172
<b>Closing Market Value as of 06/30/23</b>	<b>\$52,613,022</b>

Performance Returns (%)	Latest 3 Months	Year to Date	Latest 12 Months	Previous Year 2022	2 Years Annualized	3 Years Annualized	5 Years Annualized	Since 02/26/13
Total Portfolio	5.10	9.87	12.97	(12.50)	(0.05)	10.05	7.90	8.17
Equities	7.19	13.17	18.05	(14.47)	1.10	14.67	10.40	10.92
Fixed Income	(0.20)	1.98	1.23	(7.64)	(3.33)	(1.85)	1.44	1.48
Equity Custom Benchmark	5.43	10.75	14.65	(17.86)	(2.11)	11.60	7.86	9.90
Fixed Custom Benchmark	(1.09)	1.12	(0.83)	(7.87)	(3.96)	(2.73)	1.01	1.03
Total Portfolio Benchmark <sup>3</sup>	3.16	7.38	9.32	(14.13)	(2.46)	6.68	5.85	6.99

<sup>1</sup> For equities, "Yield" reflects the dividend yield. For fixed income, "Yield" reflects the yield to maturity.

<sup>2</sup> Reflects the deduction of BlackRock's management fees (if such fees are deducted from the account).

<sup>3</sup> Blb807/65/MLcg35/35 - 65% ; 35% MLBOA CORP/GOVT 3-5 YRS A RATED

It is not possible to directly invest in an unmanaged index. Index performance information assumes reinvestment of all dividends.

Performance information does not reflect the deduction of fees. Past performance does not guarantee or indicate future results.

Performance periods of less than one year are not annualized.

Please refer to the Important Information at the end of this document for additional information.

This report is intended solely for the owner(s) of the account identified herein.



# Portfolio Summary

As of June 30, 2023

Account No: 20650599

Custodian Account No:

	Cost or Other Basis	% of Total Basis	Market Value	% of Total Portfolio	Unrealized Gain/(Loss)	Est. Annual Income	Yield (%) <sup>1</sup>
<b>Cash &amp; Equivalents Total</b>			<b>1,753,340</b>	<b>3.3</b>	<b>0</b>	<b>0</b>	
Cash & Equivalents	1,753,340	3.8	1,753,340	3.3	0	0	
<b>Equity Total</b>			<b>38,038,502</b>	<b>72.5</b>	<b>7,949,944</b>	<b>557,314</b>	<b>1.47</b>
Energy	1,562,814	3.4	1,891,842	3.6	329,029	62,338	3.30
Materials	1,044,076	2.3	1,189,170	2.3	145,094	13,648	1.15
Industrials	2,271,609	4.9	2,485,478	4.7	213,869	32,295	1.30
Consumer Discretionary	3,090,184	6.7	3,307,116	6.3	216,932	17,126	0.52
Consumer Staples	2,314,857	5.0	2,410,312	4.6	95,454	53,595	2.22
Health Care	4,933,283	10.7	5,517,342	10.5	584,059	74,468	1.35
Financials	4,792,614	10.4	5,525,070	10.5	732,456	104,848	1.90
Information Technology	3,824,388	8.3	5,991,423	11.4	2,167,035	52,306	0.87
Communications Services	2,082,049	4.5	2,833,112	5.4	751,064	36,913	1.30
Utilities	292,056	0.6	308,620	0.6	16,564	9,054	2.93
Exchange Traded Funds	3,781,264	8.2	6,467,698	12.3	2,686,433	98,786	1.53
Real Estate Management &	99,364	0.2	111,319	0.2	11,956	1,937	1.74
<b>Fixed Income Total</b>			<b>12,703,729</b>	<b>24.2</b>	<b>(1,355,803)</b>	<b>382,689</b>	<b>5.22</b>
U.S. Agency	3,698,425	8.1	3,376,306	6.4	(322,119)	24,780	5.23
Mortgage-Backed	166,711	0.4	152,236	0.3	(14,474)	5,253	3.81
Corporates	9,774,807	21.3	8,795,990	16.7	(978,817)	337,056	5.21

<sup>1</sup> For equities, "Yield" reflects the dividend yield. For fixed income, "Yield" reflects the yield to maturity. Please refer to the Important Information at the end of this document for additional information. This report is intended solely for the owner(s) of the account identified herein.

## Portfolio Summary (continued)

As of June 30, 2023

Account No: 20650599 Custodian Account No:

	Cost or Other Basis	% of Total Basis	Market Value	% of Total Portfolio	Unrealized Gain/(Loss)	Est. Annual Income	Yield (%) <sup>1</sup>
Other	419,590	0.9	379,197	0.7	(40,393)	15,600	5.90
Total Securities	\$44,148,090	96.2	\$50,742,231	96.7	\$6,594,141	\$940,003	2.41
Total Portfolio	\$45,901,431	100.0	\$52,495,571	100.0	\$6,594,141	\$940,003	2.33

<sup>1</sup> For equities, "Yield" reflects the dividend yield. For fixed income, "Yield" reflects the yield to maturity. Please refer to the Important Information at the end of this document for additional information. This report is intended solely for the owner(s) of the account identified herein.

# Important Information

## Important Information About This Report

This report is for informational purposes only and contains data and analyses based on information derived from sources believed to be accurate, but their accuracy cannot be assured. It reflects our records regarding only those assets under our supervision (i.e., management) and is not a report of physical custody of the assets. The account statement provided by the custodian is the official record of your account. The information herein is as of the date indicated and is subject to change.

**Past performance is not a guarantee of future results.** Performance information does not reflect the deduction of fees. Performance periods less than one year are not annualized. It is not possible to directly invest in an unmanaged index. Index performance information assumes reinvestment of all dividends. For the periods displayed, changes to the benchmark and/or its components may have occurred. To obtain information on these changes please contact your Financial Advisor or BlackRock Portfolio Manager.

**This report is not a tax document** and should not be relied upon for making tax decisions. It reflects our records regarding assets under our discretionary management and is not a report of physical custody of the assets. The account statement provided by the custodian is the official record of your account. BlackRock does not provide legal or tax advice. Please consult your tax and/or legal counsel for specific tax questions and concerns.

The information provided in this report should not be considered a recommendation to purchase or sell any particular security. There is no assurance that any securities discussed will remain in an account's portfolio at the time you receive this report or that securities sold have not been repurchased. The securities discussed may not represent an account's entire portfolio and in the aggregate may represent only a small percentage of an account's portfolio holdings.

It should not be assumed that any of the securities transactions or holdings discussed have or will prove to be profitable, or that the investment recommendations or decisions made in the future will be profitable or will equal the investment performance of the securities discussed herein.

The information contained herein has been obtained from various sources believed to be reliable, but we cannot guarantee as to its accuracy or completeness. Any opinions expressed herein are subject to change, and there can be no assurance that any opinions contained herein will come to pass.

If this report contains pooled vehicles (i.e. mutual funds, Exchange Traded Funds), note that asset classifications and other calculations contained herein may not fully reflect the investments contained in those pooled vehicles.

Client requested investment restrictions are based on the most recent information maintained by BlackRock. Please inform your BlackRock Portfolio Manager of any change to your financial circumstances or investment objectives, or if you wish to impose and/or change permissible restrictions on the management of your account.

## Important Information (continued)

### Definition of Key Financial Terms

**Standard Deviation** is a statistical measure that depicts how widely the returns of a portfolio varied over a certain period of time. A higher standard deviation indicates greater volatility or a wider range of returns.

**Beta** is a historical measure of the degree of change in value in a portfolio given a change in value of a benchmark. A portfolio with a beta greater than one generally exhibits more volatility than its benchmark, and a portfolio with a beta of less than one generally exhibits less volatility than its benchmark.

**Sharpe Ratio** is a measure of risk-adjusted return. It divides excess return by risk. Excess return is defined as the annualized return of the portfolio minus the annualized return of the risk free rate. Risk is defined by standard deviation. A high value for the sharpe ratio is generally considered to be positive since either the excess return is rather large or the level of risk is low.

**Up Market Capture Return** is the return of a portfolio during an up market which is defined as any month where the portfolio's benchmark return is greater than or equal to zero.

**Up Market Capture Ratio** is a measure of a portfolio's performance in up markets defined as any month where the portfolio's benchmark return is greater than or equal to zero.

**Down Market Capture Return** is the return of a portfolio during a down market which is any month where the portfolio's benchmark return is less than zero.

**Down Market Capture Ratio** is a measure of a portfolio's performance in down markets which is any month where the portfolio's benchmark return is less than zero.

**Number of Up Months** is the number of months that the portfolio was greater than (or equal to) zero in the period being measured.

**Number of Down Months** is the number of months that the portfolio was less than zero in the period being measured.

## **M E M O R A N D U M**

TO: NWFSC Foundation Finance Committee

FROM: Mr. Chris Stowers

DATE: July 25, 2023

SUBJECT: First Generation Matching Grant (FGMG) Funds

---

The First Generation Matching Grant (FGMG) is a need-based program providing financial aid to Florida undergraduate residents who demonstrate financial need and whose parents have not earned a baccalaureate degree.

Each Year the State of Florida earmarks a specific allocation to support Northwest Florida State College first generation students. The state-to-private match is 2:1 which could potentially provide scholarship funds for NWFSC first-generation in college students.

The 2023-24 match amount has not been received as of publishing of this committee data. Last year's allocation was \$22,954, requiring \$11,477 to be raised to receive the full match.

Certification of private contributions for FGMG is due on or before December 1, 2023.

## MEMORANDUM

TO: NWFSC Foundation Finance Committee

FROM: Mr. Chris Stowers

DATE: July 25, 2023

SUBJECT: Professional Services Contract Schedule

---

The current Foundation policy for Contracting and Professional Services (#12.0) states:

*All Professional Services Contracts that exist for multi-year periods shall be re-examined at a minimum of every three (3) years with a request for quote/proposal required at a minimum of every six (6) years.*

Below is the current professional services contract schedule:

Date to Bid or Review	Bid or Review	Professional Service	Contract Initiation Date
Oct 2023	Review	Banking	Oct 2020
June 2024	Bid	Investment Services	Jun 2018
Feb 2026	Bid	Insurance	Mar 2023
June 2026	Review	Audit	Jul 2023

Based on the Professional Services Contract Review Schedule, Banking Services are scheduled to be reviewed in October 2023 and investment services are scheduled to be bid in Jun 2024.

Foundation staff will be preparing documentation for the banking review process to be presented in October. In addition, an RFP and development of an ad-hoc Investment Services Review Committee will be formed during the Fall to complete the bidding process in the Winter/Spring 2024.