

**Northwest Florida State College Foundation  
Investment Services RFP  
Evaluation Committee Meeting**

March 28, 2024 at 8:00 AM  
Building 400, Room 301  
Niceville Campus

**AGENDA**

- I. Call to Order
- II. Action Items
  - A. Review Proposals and Selection of Finalist(s)
  - B. Select Committee Member to Contact Finalist References (if needed)
- III. Information/Discussion Items
  - A. Other Items
- IV. Executive Director Remarks
- V. Evaluation Committee Chair Remarks
- VI. Adjournment

RFP 2023/2024-02 INVESTMENT MANAGEMENT RFP - EVALUATION TEMPLATE

Rating Scale	
Fails to Fit	0
Poor Fit	1
Fair Fit	2
Good Fit	3
Very Good Fit	4
Excellent Fit	5

This file allows you to evaluate each proposal for "best value" based on stated criteria below. When assessing points, utilize the 0-5 scale. The reviewer ratings for each proposal will be combined and tabulated, and then multiplied by the weight assigned.

Proposing Firms	Weight/Category							Total	Notes
	17.5% Demonstrate successful past performance with similar-sized portfolio	17.5% Competitiveness of fees	15% Investment strategy	15% Experience with similar non-profit institutions	15% Quality of existing client relationships and industry references	10% Ability to communicate effectively	10% Reporting information		
Acansa Investment Management Group, LLC	3.50	2.45	2.85	3.00	2.40	2.10	1.90	18.20	
<b>CAPTRUST Financial Advisors</b>	<b>3.50</b>	<b>3.85</b>	<b>2.85</b>	<b>3.45</b>	<b>3.15</b>	<b>2.10</b>	<b>2.10</b>	<b>21.00</b>	
Chandler Asset Management, Inc.	2.80	3.68	2.55	3.00	2.85	2.00	2.10	18.98	
Fisher Investments Institutional Group	3.85	1.75	2.85	3.00	2.70	1.90	2.00	18.05	
Fund Evaluation Group, LLC	3.15	1.58	2.55	2.55	2.40	1.80	1.70	15.73	
Goldman Sachs	3.33	2.63	2.55	2.70	2.55	1.70	1.60	17.05	
<b>Graystone Consulting/Morgan Stanley</b>	<b>3.50</b>	<b>4.20</b>	<b>2.85</b>	<b>2.55</b>	<b>2.70</b>	<b>1.80</b>	<b>1.90</b>	<b>19.50</b>	
<b>McGovern, O'Dell &amp; Associates/Merrill Lynch</b>	<b>4.55</b>	<b>3.15</b>	<b>3.45</b>	<b>3.75</b>	<b>3.30</b>	<b>2.30</b>	<b>2.50</b>	<b>23.00</b>	
McQueen Financial Advisors	3.15	3.50	3.00	2.40	1.80	2.00	2.00	17.85	
<b>PNC Institutional Asset Management</b>	<b>3.50</b>	<b>3.15</b>	<b>3.30</b>	<b>2.40</b>	<b>3.15</b>	<b>2.30</b>	<b>1.60</b>	<b>19.40</b>	
Principal Asset Management	3.15	3.50	2.70	2.40	1.65	1.50	1.70	16.60	
Risk Bridge Advisors	2.80	4.03	2.55	2.10	1.80	1.80	1.70	16.78	
<b>Truist</b>	<b>4.03</b>	<b>3.33</b>	<b>2.85</b>	<b>3.45</b>	<b>3.00</b>	<b>2.10</b>	<b>2.10</b>	<b>20.85</b>	
<b>Vanguard</b>	<b>3.85</b>	<b>3.50</b>	<b>3.00</b>	<b>3.15</b>	<b>2.70</b>	<b>1.90</b>	<b>2.20</b>	<b>20.30</b>	
<b>Wilshire</b>	<b>3.85</b>	<b>3.15</b>	<b>3.00</b>	<b>3.45</b>	<b>3.45</b>	<b>2.00</b>	<b>1.90</b>	<b>20.80</b>	

## Quick-Reference Fees / Summary Fees



Advisory Fees (BPS)	Proposing Firms	BPS	%	Fee Amounts	Based on Portfolio Value	3rd Party / Portfolio Fee's	Total Fees	Notes
0.345	Acansa Investment Management Group, LLC	35.4	0.34%	\$210,450	\$61,897,058.82	No	Unknown	Does not include
0.130	CAPTRUST Financial Advisors	13.0	0.13%	\$79,300	\$61,000,000.00	NA	Unknown	Not Available
0.155	Chandler Asset Management, Inc.	15.5	0.16%	\$93,000	\$60,000,000.00	No	Unknown	Does not include
* 0.650	Fisher Investments Institutional Group	65.0	0.65%	\$396,500	\$61,000,000.00	Yes-Inclusive	0.65	Does not Itemize
0.290	Fund Evaluation Group, LLC	83.0	0.83%	\$506,300	\$61,000,000.00	0.530	0.83	Provided
* 0.470	Goldman Sachs	47.0	0.47%	\$286,700	\$61,000,000.00	Yes-Inclusive	0.47	Does not Itemize
0.146	Graystone Consulting/Morgan Stanley	14.6	0.146%	\$88,800	\$60,821,917.81	No	Unknown	Does not include
X 0.230	McGovern, O'Dell & Associates/Merrill Lynch	47.0	0.47%	\$249,100	\$53,000,000.00	0.24	0.47	Provided
0.210	McQueen Financial Advisors	21.0	0.21%	\$128,450	\$61,166,666.67	No	Unknown	Does not include
0.250	PNC Institutional Asset Management	25.0	0.25%	\$152,500	\$61,000,000.00	No	Unknown	Does not include
0.205	Principal Asset Management	20.5	0.25%	\$125,050	\$50,020,000.00	?	Unknown	Not Clear
> 0.20 - 0.10	Risk Bridge Advisors	30.0	0.30%	\$130,000	\$43,333,333.33	0.07	0.30 - 0.37	Not Clear / See Summary
0.250	Truist	35.0	0.25%	\$152,500	\$61,000,000.00	No	Unknown	Does not include
0.160	Vanguard	23.00 34.00	0.23% 0.34%	\$140,300 \$207,400	\$61,000,000.00 \$61,000,000.00	0.7 - 0.18	0.23 - 0.34	Provided
0.250	Wilshire	25.0	0.25%	\$152,500	\$61,000,000.00	No	Unknown	Does not include

\* Aggregate

> Need Weighted Average

X Was not asked to provide the Remaining \$8M fees, Although we have. Only Advisory and 3rd Party Fees requested.