

HUMBOLDT STATE UNIVERSITY SPONSORED PROGRAMS FOUNDATION
INVESTMENT COMMITTEE MEETING

MINUTES

September 27, 2017
11:00-12:30pm
SBS 405

MEMBERS PRESENT: Steve Karp
Amy Sprowles
Chris Dugaw

MEMBERS ABSENT: Jason Ramos

OTHERS PRESENT: Kameron Jones, NFP
Kacie Flynn, SPF

I. Call to Order

Steve Karp called the meeting to order at 11:08 a.m.

II. Provider Analysis with Kameron Jones, NFP

Kameron Jones reviewed the analysis of fees, investments, and services offered through incumbent as well as with other bidding service providers.

See attached *B3 Provider Analysis Executive Summary*

III. Discuss next steps

The committee will conduct interviews with TIAA, OneAmerica, and Principal to consider each as a potential provider to offer an open architecture institutional platform.

IV. Other

V. Adjourn

The meeting adjourned at 12:32 p.m.

Respectfully Submitted,



Steve Karp, Committee Chair



B3 Provider Analysis™ Executive Summary

Q3 2017

Meeting Date 9/27/2017

Humboldt State University Foundation		
Attendees		
Humboldt State University Foundation	Steve Karp Amy Sprowles Chris Dugaw Jason Ramos (not present) Kacie Flynn	Executive Director Faculty Director/ Finance Committee Chair Faculty Director/ Board Treasurer Community Director with Blue Lake Rancheria Manager
NFP	Kameron Jones	Investment Advisor Representative
Meeting Overview		
Purpose of Meeting		
<p>The purpose of the meeting was to review the analysis of fees, investments, and services offered through incumbent with other bidding service providers.</p> <p>Service providers were chosen based on strengths in a variety of plan components, including:</p> <ul style="list-style-type: none"> • Recordkeeping • Technology Services • Employee Communication • Compliance • Investment Management • Cost <p>We discussed investment types and philosophies of the different service providers.</p> <p>The service providers that were reviewed for the finalist presentation included: OneAmerica (QBI, LLC), Principal (QBI, LLC), TIAA</p>		
Services		
<p>We reviewed the various strengths, services and core challenges of the service providers. We discussed the service providers' strengths in the primary service areas with respect to website capabilities, recordkeeping & administration programs, and employee education campaigns.</p>		
Costs		
<p>We reviewed the total plan costs and revenue sharing associated with each of the service providers quotes on the combined institutional retirement plan platform. Total weighted plan costs based on the estimated asset allocation with estimated plan assets at \$5,463,651 is:</p> <ul style="list-style-type: none"> • 1.11% - \$60,381 OneAmerica (QBI, LLC) • 1.05% - \$57,170 Principal (QBI, LLC) • 0.99% - \$54,311 TIAA <p>We also discussed the revenue requirements for each provider. The revenue or recordkeeping requirement is the amount needed by each service provider to cover the cost of all of their services. The recordkeeping requirements, as stated below, are net of advisor compensation. As the plan would be merging from an individual annuity platform, each participant would need to elect to move their existing assets over. As such, we had providers quote based on an assumption of a percentage of assets moving over. The below is a breakdown of the fee ranges the providers quoted.</p>		



Alternative Revenue Requirement Scenarios¹

	ONEAMERICA ²	PRINCIPAL ²	TIAA
Transfer Assets Size:			
\$5,463,651 (100%)	0.62%	0.46%	0.50%
\$4,097,738 (75%)	0.62%	0.59%	0.50%
\$2,731,826 (50%)	0.82%	0.82%	0.50%
\$1,365,913 (25%)	1.02%	1.35%	0.50%

1. Fees and services are subject to change at any time. See proposal for actual pricing. Final pricing, services, and contractual provisions are at the sole discretion of each plan Provider.
 2. QBI fees would be in addition to those listed above for OneAmerica and Principal. Please refer to the Administration Fee Details page for more information.

Update: we asked the providers to update their pricing with additional detailed information regarding active participant count

207	Total employeeed and no longer employeeed	\$5,708,163.34
112	Currently Employeeed	\$4,159,377.13
95	No longer Employeeed	\$1,548,786.21

Below pricing is the update we received:

TIAA: 0.50% at all levels.

OneAmerica:

100% → 0.60%

75% → 0.60%

50% → 0.80%

25% → 1.00%

Principal:

100% → 0.34%

75% → 0.38%

50% → 0.54%

25% → 0.91%

Investment Opportunities

We reviewed the overall rankings of the investment offerings at each service provider. All can provide a lineup of acceptable scoring funds in the major asset classes as well as asset allocation portfolios.

Next Steps

The committee will interview TIAA, OneAmerica, and Principal to consider as a potential provider to offer an open architecture institutional platform.

Bidding Providers

Discussion Items to be Continued in Subsequent Meeting

Recordkeeping and Administration Services
 Plan Sponsor Services

Bidding Providers



B3 Provider Analysis™ Executive Summary

Participant Services		
Technology Capabilities		
Conversion Process		
Online Report Access		
Available at	www.nfp.com/retirement	Username:
		Password:
*Login information is for main contact. If information is needed for another account, please contact retirementinfo@nfp.com		

Securities may be offered through Kestra Investment Services, LLC (Kestra IS), member FINRA/SIPC. Investment Advisory Services may be offered through NFP Retirement, Inc. Kestra IS is not affiliated with NFP Retirement, Inc., a subsidiary of NFP. ACR#182001 04/16