

Board of Trustees

Investment Subcommittee

1:15 p.m. March 3, 2022

President's Boardroom, Horace Mann Center

A live stream of the meeting for public viewing will also take place on YouTube at the following link: https://www.westfield.ma.edu/live

COVID-19 Procedures: Masks are required when indoors at Westfield State University, regardless of vaccination status. For more information about Westfield State's COVID-19 procedures, visit: https://www.westfield.ma.edu/spring-2022covid/faq.

1. Called to Order Chair Landrau

2. Minutes

a. November 22, 2021 Chair Landrau

3. Items for Information

a. None

4. Items for Discussion

a. Distribution of Investment Income: FY23 Model Eaton Vance/Stephen Taksar

b. Quarterly Investment Results Eaton Vance

c. Investment Advisor Contract Stephen Taksar/Gary Duggan

5. Items for Action

a. None

Attachment(s):

- a. Minutes 11-22-21 (Draft)
- b. Distribution of Investment Income
- c. Investment Policy (0430)
- d. Quarterly Investment Results (December 31, 2021)
- e. Investment Advisor Contract



BOARD OF TRUSTEES

Investment Subcommittee
November 22, 2021
Minutes

Meeting held virtually via Zoom

In accordance with Massachusetts Gov. Charlie Baker's Executive Order Suspending Certain Provisions of the Open Meeting Law, G.L. c. 30A, § 20 dated March 12, 2020.

A live stream of the meeting for public viewing also took place on YouTube.

MEMBERS PARTICIPATING REMOTELY: Committee Chair Kevin Queenin and Trustees Paul Boudreau, Theresa Jasmin (joined at 4:04 PM), and Madeline Landrau

TRUSTEE GUESTS PARTICIPATING REMOTELY: Ali Salehi

Also participating remotely were Dr. Linda Thompson, President of Westfield State University, Mr. John Davies and Mr. Sheridan Carey (joined at 3:33 PM), Foundation Board members, Mr. Stephen Taksar, Vice President for Administration and Finance, Ms. Lisa Freeman, Associate Vice President for Administration and Finance, and Messrs. Robert Quinn and Duke Laflamme from Eaton Vance WaterOak Advisors (Eaton Vance). Members of cabinet joining the meeting were Mr. Daniel Forster, Vice President for Enrollment Management, Dr. Juline Mills, Provost and Vice President for Academic Affairs (joined at 3:39 PM), and Ms. Lisa McMahon, Vice President for Institutional Advancement, (joined at 3:33 PM).

The meeting was called to order by Committee Chair Queenin at 3:30 PM and it was announced that the meeting was being livestreamed and recorded, and all committee members and guests participating remotely were announced as listed above.

MOTION made by Trustee Boudreau, seconded by Trustee Landrau, to approve the minutes of the May 17, 2021, Investment Subcommittee meeting.

ROLL CALL VOTE taken:

Trustee Boudreau Yes Trustee Landrau Yes
Trustee Jasmin Not yet in meeting Trustee Queenin Yes

Motion passed unanimously.

<u>Distribution of Investment Earnings</u>. To make distributions and maintain principal over the long-term, Eaton Vance recommended a distribution of four percent of the portfolio based on the rolling twelve-quarter market value. This will provide less swing year-to-year in the distribution amount.

- Studies by Vanguard and McKenzie were cited to show that four percent is the best practice of other institutions to fund operations and maintain principal.
- Monte Carlo scenarios were projected with conservative numbers for ten years showing the portfolio never dipping into original principal.

- The plan is to distribute four percent annually with further Board discussion on a reasonable percentage if four percent could not be distributed based on the current investment policy.
- The planned annual distribution is approximately \$800,000 \$1 million, allowing the portfolio to retain the principal amount invested while continuing to grow.
- With the largest increase in inflation over the last 30 years, having 30 percent of the portfolio in high-quality fixed income gives the flexibility to keep the majority of the portfolio in equities. The intent is to build the portfolio to keep ahead of inflation to preserve the University's purchasing power.
- The portfolio increased last year compared to the benchmark, driven by being overweight in equities relative to bonds, and being overweight in U.S. equities relative to the benchmark.
- Discussion took place on the government raising interest rates to subdue inflation. Earnings are driving stock markets which will continue to be monitored.
- The year-to-date performance in fixed income on relative base is up and the benchmark is down, which is expected to continue. Although the posture was negative in relative performance, the gap will close in times of higher rates and inflation. We are in the right place to be, offset with overweight to credit.

<u>Quarterly Investment Results</u>. The quarterly results were discussed, with an estimated annual income of approximately \$306,000, although the most recent quarter was down approximately \$195,000 net of fees.

- Summaries of the bond and equity portfolios were discussed.
- Benchmarks were compared to the portfolio showing an overweight in U.S. equities and underweight in non-U.S. equities and bonds.
- The return of the portfolio net of all fees in the last year showed the total benchmark up 14.4% and the portfolio up 16.1%. Year-to-date figures showed the benchmark up 6.3% and the portfolio up 6.7%.
- The common stock shown reflects the 43-stock portfolio and the S&P 500 is the benchmark for that segment of portfolio.
- The Westfield State custom benchmark was discussed.
- An index approach was discussed in emerging markets as well as some exposure in small cap. Opportunity for outperformance would go in that direction. The goal is to provide less downside risk to the market to protect the University's funds. Leaning into long-term opportunities will add value over time.
- The timing for increasing international exposure was discussed. There is a strong argument over the next decade that non-U.S. equities should outperform large cap. [Trustee Jasmin joined at 4:04 PM.]

Investment Policy.

MOTION made by Trustee Boudreau, seconded by Trustee Landrau, to approve the changes and accept the newly revised Investment Policy (0430), as presented.

Discussion: Mr. Taksar shared that operationally, calculations will be made and shared with the Board at the end of the fiscal year. Variances from the policy will be discussed with the Board prior to requesting a distribution of funds from the portfolio. Identified funds would be integrated into the budget planning for the next year on strategic investments or other campus priorities. The expectation is that formal approval for a distribution of funds would be a part of the normal campus budget approval process. This motion will be presented to the Finance and Capital Assets committee in December.

ROLL CALL VOTE taken:

Trustee Boudreau Yes Trustee Landrau Yes
Trustee Jasmin Yes Trustee Queenin Yes

Motion passed unanimously.

by Trustee Landrau. **ROLL CALL VOTE** taken: Trustee Boudreau Yes Trustee Landrau Yes Trustee Jasmin Yes Trustee Queenin Yes Motion passed unanimously. The meeting adjourned at 4:27 PM. Attachment(s): a. Minutes 5-17-21 (Draft) b. Distribution of Investment Earnings (Memo) c. Distribution of Investment Earnings (2019 NACUBO-TIAA Study) d. Quarterly Investment Results e. Motion – Investment Policy f. Policy – Investment (Track Changes) g. Policy – Investment (No Track Changes) **Secretary's Certificate** I hereby certify that the foregoing is a true and correct copy of the approved minutes of the Westfield State University Board of Trustees Investment Subcommittee meeting held on November 22, 2021.

Date

There being no further business, MOTION to adjourn made by Trustee Boudreau, seconded

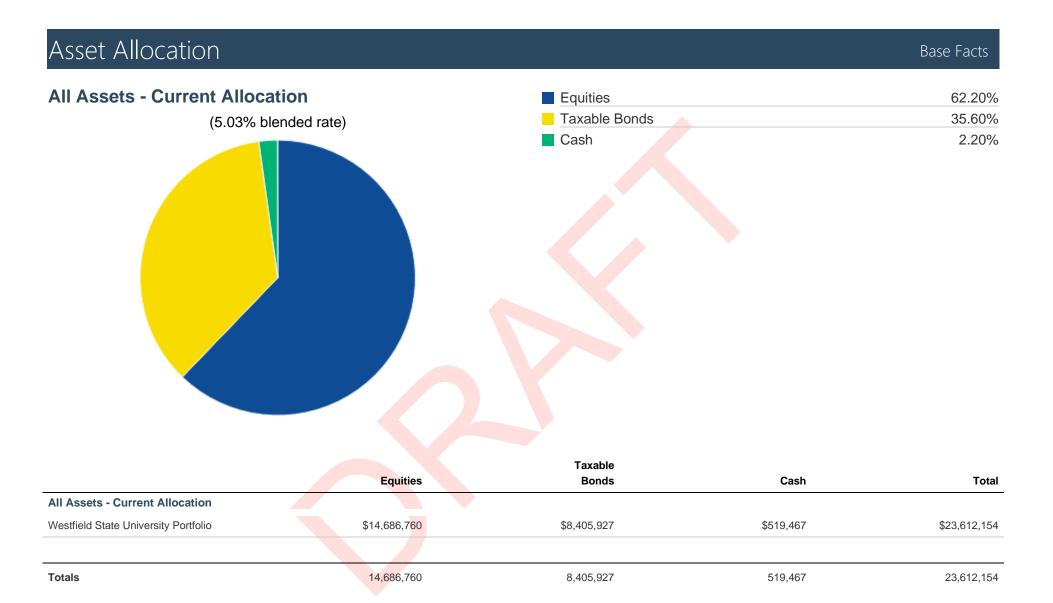
Paul Boudreau, Secretary



4% Annual Distribution February 24, 2022

Eaton Vance WaterOak Advisors Westfield State University

Quarter	Market Value	Quarterly Return
19-Mar	\$20,000,000.00	
19-Jun	\$20,000,000.00	
19-Sep	\$19,893,035.43	
19-Dec	\$20,445,723.91	2.79%
20-Mar	\$18,468,337.92	-9.63%
20-Jun	\$20,206,356.67	9.37%
20-Sep	\$21,136,087.07	4.63%
20-Dec	\$22,957,344.61	8.81%
21-Mar	\$23,537,311.12	2.52%
21-Jun	\$24,740,775.27	4.87%
21-Sep	\$24,544,590.85	-0.78%
21-Dec	\$26,089,088.00	6.28%
Average	\$21,834,887.57	
4% distribution	\$873,395.50	
Since Inception	31.11%	
Annualized	12.78%	



This analysis must be reviewed in conjunction with the limitations and conditions disclosed in the Disclaimer page. Projections are based on assumptions provided by the advisor/representative, and are not guaranteed. Actual results will vary, perhaps to a significant degree. The projected reports are hypothetical in nature and for illustrative purposes only. Return assumptions do not reflect the deduction of any commissions. They will reflect any fees or product charges when entered by the advisor/ representative. Deduction of such charges would result in a lower rate of return. Consult your legal and/or tax advisor before implementing any tax or legal strategies.

Year	Planned Distributions	Total Portfolio Assets
2022	\$873,395	\$23,926,450
2023	1,005,198	24,124,752
2024	1,013,529	24,324,698
2025	1,021,929	24,526,301
2026	1,030,399	24,729,575
2027	1,038,939	24,934,534
2028	1,047,550	25,141,191
2029	1,056,232	25,349,561
2030	1,064,986	25,559,658
2031	1,073,812	25,771,497
2032	1,082,712	25,985,091

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Monte Carlo Asset Spread

Year	Above Average Market (80%)	Average Market (50%)	Below Average Market (20%)
2022	\$26,365,586	\$24,379,804	\$22,486,109
2023	\$28,117,720	\$25,057,146	\$22,579,057
2024	\$29,790,480	\$25,784,130	\$22,539,276
2025	\$31,309,671	\$26,598,182	\$22,718,075
2026	\$32,444,623	\$26,950,251	\$22,699,540
2027	\$34,060,044	\$27,851,426	\$22,919,681
2028	\$35,253,927	\$28,452,697	\$23,403,390
2029	\$36,702,287	\$29,118,971	\$23,388,328
2030	\$38,305,287	\$29,992,958	\$23,905,460
2031	\$40,605,654	\$30,499,504	\$24,343,776
2032	\$42,582,601	\$31,237,708	\$24,979,236

This Monte Carlo analysis illustrates the potential results of your financial plan using 1000 trial runs.

IMPORTANT: The projections or other information generated by this Monte Carlo simulation regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results and are not guarantees of future results. Results may vary with each use and over time. Calculations are based upon market index and growth rate assumptions in your financial plan. Other investments not considered might have characteristics similar or superior to those analyzed in this report. Refer to the Assumptions Summary and Monte Carlo Assumptions reports for additional assumption details.

This analysis must be reviewed in conjunction with the limitations and conditions disclosed in the Disclaimer page. Projections are based on assumptions provided by the advisor/representative, and are not guaranteed. Actual results will vary, perhaps to a significant degree. The projected reports are hypothetical in nature and for illustrative purposes only. Return assumptions do not reflect the deduction of any commissions. They will reflect any fees or product charges when entered by the advisor/ representative. Deduction of such charges would result in a lower rate of return. Consult your legal and/or tax advisor before implementing any tax or legal strategies.

Policy concerning:

APPROVED: February 2003

Section Administrative

Number 0430

Page 1 of 7

REVIEWED: December 2021

INVESTMENT POLICY

STATEMENT OF PURPOSE

Chapter 15A of Massachusetts General Laws provides that the Westfield State University Board of Trustees (Trustees) has the authority to establish and manage trust funds. The administration of these funds will comply with MGL Chapter 73 § 14 and with MGL Chapter 180A; also known as the Uniform Management of Institutional Funds Law. This Investment Policy is intended to serve as a basis for actions of management in carrying out its investment duties, and for the Trustees in monitoring management's investment activities. A concurrent responsibility of the management of the funds is the thoughtful investment of trust monies. The University may use the services of one or more investment management firms and/or a bank trust department (Investment Manager(s)) to carry out the University's investment activities. The basic responsibility of the Investment Manager(s) will be to keep management of the University abreast of the economy and market conditions and to invest in a mix of eligible instruments within the context of laws, regulations and this investment policy. The Investment Manager(s) shall be approved by the Board of Trustees as part of this policy. University management may delegate authority to the Investment Manager(s) to act within the boundaries of this policy.

SCOPE

This Investment Policy applies to funds that are not appropriated by the Commonwealth of Massachusetts and specifically excludes federal or other restricted allocations. All funds are accounted for in the University's financial reports. The overall goal is to establish and maintain an investment portfolio which is designed to provide for the University's cash flow requirements and principal growth of certain fund balances.

INVESTMENT SUBCOMMITTEE

A subcommittee will be formed called the Investment Subcommittee and will oversee the investment portfolio, policy and the selection of an investment advisor. The subcommittee is established under the Finance and Capital Assets Committee who has formal authority over investments, as provided in the Trustee by Laws. The composition of the Investment Subcommittee may have members other than trustees who can provide guidance but will not be voting members of the subcommittee. The subcommittee will be staffed by the Vice President for Administration and Finance and or their designee.

INVESTMENT OBJECTIVE

It is the investment objective of the University to establish and maintain an investment portfolio which is designed to provide for the University's cash flow requirements while also achieving long-term capital growth and appreciation of the portfolio. The basic objectives of the Investment Policy are:

Policy concerning:

APPROVED: February 2003 REVIEWED: December 2021

Section

Number

Page

Administrative

0430

2 of 7

a. <u>Preservation of Capital and Safety of Principal</u> – Investment of Westfield State University funds shall be undertaken in a manner that seeks to ensure the preservation of capital and safety of principal. Implicit in this objective is the financial goal of preserving and enhancing the portfolio's inflation adjusted purchasing power.

- b. <u>Minimizing Price Volatility</u> This Investment Policy prohibits investments in securities with the potential for wide price volatility. (See Prohibited Investments).
- c. Return on Investment Investment income is an integral part of the University's annual budget and long term viability. The portfolio of Westfield State University shall be designed to attain an optimal rate of return under shifting economic conditions and investment cycles.

ASSET ALLOCATION

The responsibility for establishing periodic asset allocation that is consistent with the objectives of the overall Investment Policy is under the purview of the Trustees Finance and Capital Asset Committee with recommendations from the Investment Subcommittee and with specific responsibilities assigned to the Vice President for Administration and Finance. The Investment Subcommittee shall review the allocations twice a year and will report up to the Finance and Capital Assets Committee with its findings. The investment mix selected should reflect the risk level periodically determined to be appropriate for the University investment portfolio. It is recognized that over the long-term, the allocation between the equity and fixed income allocation will be the single most important determinate of the portfolio's investment performance.

Asset allocation of the University portfolio should be equivalent to approximately 60% in equities, 38% in fixed income and 2% in cash. Managed funds that include both equity and fixed income underlying investments shall be distributed to the appropriate portfolio category for the purpose of reviewing asset allocation. Recognizing that from time-to-time during the course of business it is not realistic to expect complete compliance with this guideline, an acceptable range follows:

	<u>Goal</u>	Acceptable Range
Equities	60%	45-70%
Fixed Income	38%	30-60%
Alternative Investments		
Cash	2%	0-10%

Any asset allocation not within these ranges should be communicated by the Investment Managers(s) to management as soon as practicable, but no later than the next quarterly status report to the University. The portfolio should be re-balanced to fit within the acceptable ranges defined in this policy as soon as practical, taking investment risks into consideration.

Policy concerning:

APPROVED: February 2003

Section Administrative

Number 0430

Page 3 of 7

REVIEWED: December 2021

The Investment Manager(s) is expected to rebalance the portfolio at least annually. Rebalancing recommendation discussions will be part of the ongoing dialogue between the investment manager and the investment committee. Rebalancing is allowed if it is within the acceptable range.

PROHIBITED INVESTMENTS

Investment in derivative securities, forwards, swaps, futures of any type are explicitly prohibited via direct or indirect involvement under this policy.

DELEGATION OF AUTHORITY

Oversight responsibility for the investment program is delegated to the Finance and Capital Assets Committee and includes asset allocation, and active management decisions consistent with this policy. No University official may execute or cause any investment transaction except as allowed or provided under the terms of this Investment Policy and specific investment procedures that may be periodically established by the Finance and Capital Assets Committee at the recommendation of the Investment Subcommittee. The University's investments shall be secured through third party custody and safe keeping procedures. Bearer instruments shall be held only through third party institutions (i.e. a custodian or a trustee).

Roles and Responsibilities

The Vice President for Administration and Finance (VPAF), with oversight from the Finance and Capital Assets Committee, shall have the overall responsibility for implementing the management of the Investment Policy. The Associate Vice President for Finance shall have the responsibility of implementing the investment program, including executing the related transactions, accounting and reporting of the activity. The Finance and Capital Assets Committee, upon recommendation by the Investment Subcommittee and University Management, will appoint the investment advisor/manager. The Investment Policy's related procedures shall comply with the University's Internal Control Plan.

ETHICS AND CONFLICT OF INTEREST

The Trustees, officers and employees of Westfield State University involved in the investment process are prohibited from personal business activities that could impair their ability to make impartial investment decisions. The perception of a conflict of interest must be avoided. All ethics rules and laws of the Commonwealth of Massachusetts are hereby incorporated by reference into this policy.

REPORTING

University management shall provide quarterly reports from the investment advisor, summarizing investment activity and detail to the Finance and Capital Assets Committee through the Investment Subcommittee.

Policy concerning:

APPROVED: February 2003

Section Administrative
Number 0430
Page 4 of 7

December 2021

REVIEWED:

AUDITS

The University retains the option to request an independent audit of the funds invested through the investment advisor.

INVESTMENTS

With stability, capital growth and total return as essential objectives in this Investment Policy, available funds will be invested in instruments consistent with the objective and asset allocation methodology.

The University's investment portfolio, for purposes of this policy statement, shall consist of three major categories of financial investments: (1) fixed income - short and long term (bonds); (2) equity (stocks/managed funds); (3) cash or cash equivalents.

Total fees (advisory and expenses) for the Investment Advisor/Manager will be limited to 100 basis points unless approved by the Finance and Capital Assets Committee.

1. Fixed Income - short term and long term (bonds):

- (a) Fixed Income short-term. These are investments which have maturities of no longer than one year. The purpose of the fixed income short-term investment portfolio shall be to provide sufficient liquidity to meet institutional objectives. The use of this portion of the portfolio shall be consistent with management's anticipated cash flow needs and future investment opportunities.
- (b) Fixed Income long-term. These are investments which have maturities of more than one year from the date of investment. The purpose of the long-term portion of the investment portfolio shall be to maximize return within the context of other recognized needs and risks. The portfolio shall be considered for purposes of capital growth and the provision of long term funding of capital needs. Eligible securities and other restrictions are as follows:

1. U.S. Treasury and Federal Agency Securities

- a. Maximum size of portfolio no limit
- b. Maximum lot size no limit
- c. Mutual funds or ETFs consisting of individual securities that meet the above characteristics

2. Corporate Bonds

- a. Aggregate limit of all corporate bonds: 35% of capital (prudently diversified)
- b. All individual corporate bonds shall have a rating of Baa3/BBBor better as published by Moody's or Standard & Poor's at the time of purchase. If a bond is downgraded below Baa3/BBB-, the manager shall sell as soon as prudently possible.

Policy concerning:

APPROVED: February 2003 REVIEWED: December 2021

c. Mutual funds or exchange traded funds (ETFs) consisting of individual securities that meet the above characteristics

d. Mutual funds or ETFs holding broadly diversified portfolios of bonds with credit ratings above Baa3/BBB- as published by Moody's or Standard & Poor's at the time of purchase.

Section

Number

Page

Administrative

0430

5 of 7

3. Municipal/Other Tax Exempt Issues

a. Municipal bonds and other tax exempt bond issues offer an opportunity that allows investors to avoid payment of taxes on income or capital gains resulting from the investment. Since the University is a tax-exempt entity that does not pay taxes, municipal bonds and other tax exempt bond issues are generally not advantageous to the investment portfolio although not necessarily prohibited within the portfolio. Depending on market conditions, these instruments may be appropriate and attractive even without the benefit of the tax shelter.

4. Preferred Stocks (Considered Fixed Income)

- Aggregate limit of preferred stocks of 15% of total portfolio (prudently diversified).
- b. All individual preferred have a rating of Baa3/BBB- or better as published by Moody's or Standard & Poor's at the time of purchase.

2. Equity (stocks):

The purpose of the equity investment portfolio shall be to maximize return and provide a hedge against inflation through a diversified approach in compliance with applicable Massachusetts statutes. Eligible securities, appropriate rating service and dividend policy follow.

Equities generally refer to the common or preferred stock in publicly-traded companies, but they may also be in the form of managed funds, which include such investment vehicles as mutual funds, exchange traded funds (ETFs) and other types of funds that function in a managed way but are not directly managed by the University's Investment Manager. Managed funds of this sort are acceptable in the University's portfolio if they are consistent with the standards that otherwise apply to equities.

Policy concerning:

APPROVED: February 2003

Section Administrative

Number 0430

Page 6 of 7

REVIEWED: December 2021

Westfield State Custom Benchmark		
		Policy Benchmark
Barclays U.S Government Credit Intermediate	Fixed Income	35%
BofAML 0-3 Month US T-Bill Index	Cash	5%
Fixed Income		40%
S&P 500	Large Cap	30%
MSCI EAFE (NET)	Developed	15%
MSCI Emerging Markets	Emerging	6%
Russell 2000 Index	Small Cap	5%
Russell 2500 Index	Mid Cap	4%
Equity		60%

[&]quot;Alternative Investments" may include private (unregistered) securities such as hedge funds, private equity funds, venture capital funds, commodities, precious or industrial metals, etc. While these are not expressly prohibited in this policy, it is anticipated that they will be used sparingly if at all. This provision also applies to registered "liquid alternative" mutual funds that are designed to mimic private unregistered funds. To the extent that any Alternative Investments are used, they will be counted as Equities for the purpose of reviewing asset allocation.

3. Cash and Cash Equivalents:

Cash and cash equivalents are instruments that are relatively "liquid" in nature and are available for operational and/or investment opportunities. This component of the portfolio should be minimal.

4. Prohibited Investments:

Investment in derivative securities, forwards, swaps, futures of any type are explicitly prohibited via direct or indirect involvement under this policy.

5. Fossil Fuel and Alternative Investment Strategy:

The university's investment advisors are instructed to consider further divestment from direct holdings in the balance of the Carbon Underground 200 list to the

Policy concerning:

APPROVED: February 2003

Section Administrative Number 0430 Page 7 of 7 **REVIEWED:**

December 2021

extent the advisers believe it is financially prudent with the goal of achieving full divestment. The advisors are further instructed to invest in alternative and/or renewable energy companies, consistent with the parameters of this investment policy as they may deem financially prudent.

Note: It is not a requirement that the State Colleges and Universities must avoid the Carbon Underground 200 list. Imposing the requirement will impact investment performance.

SPENDING POLICY

The University has adopted the following spending policy, which will apply to the WSU investment portfolio.

- 1. This Policy seeks an appropriate balance among the following goals:
 - a. Provide the University with a predictable and stable stream of revenue
 - b. Ensure the real value (defined as purchasing power) of the invested assets and its revenue stream does not decline over the long term
 - c. Base the spending policy on best practices for similar organizations or market segments (e.g., treat the invested funds as endowment like).
- 2. Authorized expenditures during an upcoming fiscal year shall be limited to four percent (4%) of the average total market value of the investment portfolio over a trailing twelve quarter period ending June 30 fiscal year, not to include additions during the current fiscal year. In the event the average annualized total return for the trailing three year period fails to equal or exceed 4%, then the University shall calculate the new percentage and seek approval from the Finance and Capital Assets Committee for an exception to the 4% threshold. The amount for the upcoming fiscal year is to be calculated each June 30th and will be reviewed and approved annually by the Finance and Capital Assets committee with a recommendation from the Investment Sub-Committee.
- 3. In making such distributions, the University is authorized to use both Net Income and Net Capital Appreciation (defined as realized and unrealized appreciation in the fair market value of the investments) in accordance with the Uniform Prudent Management of Institutional Funds Act (UPMIFA).
- 4. Exceptions to or changes in this spending policy shall only be made by approval of the Board of Trustees based on recommendations from the WSU Finance and Capital Assets Committee (and the Investment Subcommittee).

REVIEW

This policy shall be reviewed annually by the Vice President for Administration and Finance and the Investment Subcommittee with changes approved by the Finance and Capital Assets Committee.

Westfield State University Review of Eaton Vance Investment Counsel Contract February 2022

• <u>Term of Contract</u> July 1, 2019 to June 30, 2022. The University has the option to extend the contract with two one-year options which are listed below. WSU is not required to notify the vendor in advance if we decide to extend the contract.

	<u>Start</u>	<u>End</u>
First Option Year	July 1, 2022	June 30, 2023
Second Option Year	July 1, 2023	June 30, 2024

• The University is compensating Eaton Vance at a rate of .36% basis points. The actual investment management fees paid to Eaton Vance are shown below.

FY20	\$36,718
FY21	71,542
FY22 through 1/31	38,143
Total Investment Fees	\$146,403

- The annualized portfolio return since inception is 12.8%
- Contractual Requirements of the Investment Advisor
 - o Provide advising and management of portfolio
 - Provide reporting daily (upon request), monthly (upon request) and quarterly.
 Institution should be website capable for daily information.
 - WSU expects the investment team will meet with the Board of Trustees periodically, likely twice a year, perhaps quarterly if desired.
 - o Present new or enhanced products and services during the life of the agreement.
 - Comply with Massachusetts General Law Chapter 73, Section 14 which states
 "The Trustees shall administer property held in accordance with special trusts
 and also administer grants or devices of land and gifts or bequests of personal
 property made to the Commonwealth for the use of a state university and
 execute said trusts, investing the proceeds thereof in bonds secured by sufficient
 mortgages or other securities.