

# Investment Advisory Committee Meeting (IAC)

## Minutes

### Wednesday, April 22, 2015

#### Members present

Dr. Scott Below, *Chair*; Tilwanda Steinberg, *Co-Chair*

#### City Staff present

Calvin Mercer, *City Council Liaison*; Barbara Lipscomb, *City Manager*; Bernita Demery, *Director of Financial Services*; Kimberly Branch, *Senior Financial Services Manager*

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The meeting of the Investment Advisory Committee took place at 12:00 noon on Wednesday, April 22, 2015 in City Hall Conference Room 337. Dr. Below opened the meeting by welcoming everyone in attendance.

**1. Review of December 3, 2014 Meeting Minutes**

The minutes were approved without exception by the committee.

**2. March 31, 2015 Quarterly Report**

The Committee reviewed the quarterly report for March 31st. Mrs. Demery highlighted the South Greenville expansion and bond package that will possibly be finalized in November of 2015.

**3. Annual Review as of December 31, 2014**

Next, the committee reviewed the Performance Report/Annual Review. Mrs. Demery explained that the City's investments are currently meeting the Merrill Lynch benchmark. Dr. Below added that the returns in the performance report looked good. Mrs. Demery then asked that the attendees direct their attention to page 3 of the report to highlight the performance of the City's investment from 2008-2014. She stated that it was a good decision to make Merrill Lynch the City's benchmark. Page 4 of the report shows the gross fees and Mrs. Demery explained that the City's investments beat the Merrill Lynch benchmark.

Page 15 of the annual review report was then mentioned and it was highlighted that City returns would have accrued less had the opportunity not been taken to invest in options aside from North Carolina Capital Management Trust (NCCMT). Mrs. Demery stated that it was a good decision to invest in other plans versus solely in NCCMT.

**4. Best Practices Market Value**

It was mentioned by Mrs. Demery that the City is in line with the Government Finance Officers Association's (GFOA) best practices. Dr. Below agreed with Mrs. Demery's statement and added that it makes perfect sense to invest in the C2 Group. The reporting structure was also discussed and it was mentioned that the recommended reporting from C2 Group be made available at the next meeting. Ms. Lipscomb questioned whether or not the City would need to buy software in order to gain this information from the C2 Group and Mrs. Demery clarified, that it would be an added cost, therefore, no additional software will be purchased.

**5. Other Vendors**

Mrs. Demery inquired to find out what other vendors the committee members would like to see in the future. It was agreed by all attendees that this could be a topic of discussion at the next meeting.

It was mentioned that NCCMT is to be the next possible vendor to come back since the City's cash is invested with them.

Also, it has been confirmed that the C2 Group will be presenting at the June meeting.

Dr. Below asked the question of whether or not there were any other municipalities that had experience with vendors. Ms. Lipscomb added to that question, whether or not GUC has used C2 Group. Mrs. Demery and Mrs. Branch informed the attendees that GUC was not currently utilizing services offered by the C2 Group, nor have they used them in the past.

**6. Next Meeting – August 19, 2015 from 12-2 pm**

Date unanimously confirmed by committee.