

**REQUEST FOR INFORMATION
INVESTMENT MANAGEMENT
RESPONSE**

AGENDA ITEM #11 (A)
10/17/2022

Requested Information	Seacoast Wealth Management	PCF	Manning & Napier*
Background			
Firm's contact Info When was the firm founded Brief History Outline of firm's organizational structure Number of professionals Firm's culture Approach to investment services investment philosophy What competitive advantages these offer Firm's total AUM How many clients does the firm serve What is the range of the AUM for clients Affiliated with a member firm, if so, what is the AUM of that member firm How many non profit clients do you serve and what is AUM for these clients How many non profit clients do you presently serve Please list all active registrations with regulatory bodies Please outline insurance your firm maintains Do you have client account size limitation or minimums Conflicts of Interest	Yes 1958 Yes Yes No response Yes Yes Risk Management, helping to preserve and grow capital Yes, act in best interest of client No response \$1.2 billion Approximately 750 clients No response N/A No response over \$150 million Florida Trust Powers and National Bank Trust Charter E&O and Liability Insurance \$1 million minimum None	Yes 1969 Yes Yes 8 Yes Yes based on client need and risk tolerance Yes Yes community knowledge, non profit experience and Regions Bank expertise \$140 million 185 \$100s to over \$20 million N/A 185 \$140 million Florida Dept of Ag and Consumer Services, community Yes \$5,000 None	Yes 1970 Yes Yes 275 Yes yes based on client objectives Yes Yes client service, attention \$18.45 billion 4898 \$100k to over \$250million Yes and recently acquired. See below 237 57 totaling \$821.16 m SEC Yes \$500,000 None
Services			

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Outline scope of services	Yes	Yes	Yes
How long you have offered those services	No response	53 years	52 years
How many clients you support with each service	No response	185	4898
How does your firm assist clients in the formulation and implementation of investment goals	Based on client goals	Works with Regions Bank and CAPTRUST	Objectives and risk tolerance
What is your client service model	Local support team	Solid response	Local support team
Background of your firm's principals and the team most likely be assigned to serve the AAAPP	Yes	Yes	Yes
Investment Management			
Describe your firm's investment management service and experience	Yes	Yes with Regions Bank	Yes
Briefly describe your ongoing portfolio monitoring and performance measurement processes	Yes	Yes with Regions Bank	Yes
How is performance calculated	FIS' Return Track System as well as Informa's Zephyr system	Regions Wealth Platform and a 3rd party provider	GIPS
Overview of firm's investment performance net and gross of all fees and expenses for recent 10 year period	No response	Yes through Regions Bank Morningstar, eVestment Alliance, MPI stylus, etc.	Yes
Describe manager's selection process. How many managers do you actively track	Morningstar	Yes	Yes
What is the Firm's approach to portfolio risk monitoring and management	Yes	RWP	Yes
Describe your firm's investment analysis system	Yes	Yes when appropriate	Yes and No
Do you offer proprietary products? If so, are those the only investment options you offer your clients	No and No	Yes	Yes
Briefly describe your experience and expertise, if any, with alternative investments	Yes	Yes	Yes
Do you segregate client assets from your firm's assets	Yes	No response	No response
Do you maintain enough liquid assets to protect your clients' assets in the unlikely event of your firm's liquidation	No response	.80 to 1.05% (.55% PCF and .25-.50% Regions Bank	1% on first \$2m and .75% thereafter
Describe your fee structure and the services include, all fees for your work as an advisor, estimated manager costs, custody services, commissions, and any other potential a la carte fees	.50% with \$6000 minimum annual fee		
Information Presented For Finance Committee Discussion			

* Manning & Napier has been acquired by Callodine.