

Jim Andersen
Interim Retirement Administrator



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MENDOCINO COUNTY
EMPLOYEES' RETIREMENT ASSOCIATION
625-B KINGS COURT
UKIAH, CALIFORNIA 95482-5027

Date: July 16, 2014
To: Retirement Board
From: Retirement Administrator Recruitment Ad-hoc Committee
Subject: Discussion and Possible Action Regarding Possible Use of an Executive Recruiting Firm

Background

Below is the activity summary of the Retirement Administrator Recruitment process to date:

- January 24, 2014 - Human Resources began the recruitment process.
- March 24, 2014 - Due to limited applicants, the recruitment process was extended.
- April 28, 2014 - Human Resources determined eight applicants met the minimum qualifications to move forward to the next phase.
- May 16, 2014 - Telephone interviews were conducted with each of the eight applicants by the MCERA Ad-hoc Committee, as well as Human Resources.
- May 28, 2014 - Special MCERA Board meeting was conducted to interview the top two applicants.
- June 18, 2014 - MCERA Board did not select an applicant and directed the MCERA Ad-hoc Committee to continue with the recruitment process.
- June 27, 2014 - Human Resources began a new recruitment process.

Unfortunately, after almost six months of recruitment, we are no closer to hiring a retirement administrator than we were at the beginning of the year. As the Board has discussed in the past, at some point it may be necessary for MCERA to take a more robust recruitment approach and retain the services of an executive recruitment search firm. Interim Retirement Administrator Jim Andersen did consult with Fresno County Employees' Retirement Association (FCERA) prior to his two-week departure, as they are also currently in search of a retirement administrator.

FCERA immediately sought the services of an executive recruitment search firm. Due to time constraints, FCERA chose not to go through the competitive procurement process as this practice typically takes a minimum of two months to complete. Instead, FCERA contacted three agencies that provided this service and requested proposals. Two agencies submitted proposals - Alliance Resource Consulting LLC (Alliance) and CPS HR Consulting (CPS). The third agency did not submit a proposal. After consideration by the Board, FCERA selected and entered into an agreement with Alliance to perform executive recruiting services. MCERA was able to obtain and review copies of the two FCERA proposals.

The two FCERA proposals were as follows:

Alliance Resource Consulting LLC

Professional Fees	-	\$28,000
Misc. Expenses	-	<u>9,500</u>
Total Expenses	-	\$37,500 (not to exceed)

CPS HR Consulting

Professional Fees	-	\$17,000
Misc. Expenses	-	<u>5,500</u>
Total Expenses	-	\$22,500 (not to exceed)

After reviewing both proposals, the committee is recommending MCERA forego the competitive procurement process and move forward with retaining Alliance to provide executive recruitment services. Alliance has far greater experience and expertise with 1937 Act clients, including former Northern California clients Sonoma County Employees' Retirement Association and Contra Costa County Employee's Retirement Association. Both recruitments were recent and the firm will still have access to names of interested individuals from those two systems. The committee did not take lightly the \$15,000 difference in total expenses between the two firms; however, the committee felt Alliance's experience will prove valuable in achieving a timely and successful recruitment. Alliance has submitted a proposal to MCERA, this proposal mirrors the one submitted to FCERA.

As far as potential costs to MCERA, the budgetary savings from the retirement administrator vacancy will be conservatively \$70,000 for five months or \$85,000 if the selected candidate begins after the first of the calendar year; both figures include salary savings as well as a 35% benefit rate. Subtracting out the costs of a 20-hour per week administrator during this period, \$25,500 and \$31,000, respectively, the net savings would be \$44,500 and \$54,000. In either scenario, the net salary and benefit savings would cover the cost of recruitment.

Recommended Motion/Actions

1. Direct staff to enter into an agreement between MCERA and Alliance Resource Consulting, not to exceed \$37,500.

SS

Attachment

Jim Andersen - Alliance Resource Consulting's Proposal for Retirement Administrator Recruitment

From: Linda Kann [REDACTED]
To: [REDACTED]
Date: 6/24/2014 10:43 AM
Subject: Alliance Resource Consulting's Proposal for Retirement Administrator Recruitment
CC: Sherrill Uyeda [REDACTED], Cindy Krebs [REDACTED]
Attachments: Mendocino County ERA Retirement Admin Proposal.pdf

Dear Mr. Andersen:

Alliance Resource Consulting is pleased to submit this proposal to assist the Mendocino County Employees' Retirement Association in its efforts to recruit and screen candidates for the position of the Retirement Administrator. Enclosed is our proposal which outlines how we would partner with your organization to recruit the best individuals. We will describe our proposed approach and the steps we will take to accomplish the recruitment within your desired timeframe. If you desire some modification of our work program, we would be pleased to discuss this with you.

We do not have any potential conflicts of interest from past recruitments or relationships. We will be happy to answer any additional questions you may have. We look forward with great interest to working with you on this very important assignment.

Sincerely,

Linda Kann
Special Projects & Graphics Manager
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 [Facebook.com/Alliance Resource Consulting LLC](https://www.facebook.com/AllianceResourceConsultingLLC)

 [Twitter/Alliancerc](https://twitter.com/Alliancerc)

 [Link with me!](#)

Executive Recruitment Search

RETIREMENT ADMINISTRATOR

Mendocino County Employees' Retirement Association





RETIREMENT ADMINISTRATOR

Mendocino County Employees' Retirement Association

June 24, 2014

VIA Electronic Mail

Members of the Board
c/o Mr. Jim Andersen
Interim Retirement Administrator
Mendocino County Employees' Retirement Association
625-B Kings Court
Ukiah, CA 95482

Dear Mr. Andersen:

Alliance Resource Consulting is pleased to submit this proposal to assist the Mendocino County Employees' Retirement Association in its efforts to recruit and screen candidates for the position of the Retirement Administrator. Enclosed is our proposal which outlines how we would partner with your organization to recruit the best individuals. We will describe our proposed approach and the steps we will take to accomplish the recruitment within your desired timeframe. If you desire some modification of our work program, we would be pleased to discuss this with you.

Alliance Resource Consulting's corporate motto is "The Power of Partnership." We take this seriously and have built our reputation on providing services of the highest quality. Alliance Resource Consulting was formed in 2004 when our executive search consultants acquired the highly regarded executive search practice of one of the largest public sector consulting/government services companies in the United States. With the innovative use of technology and a commitment to forming enduring partnerships with our clients, Alliance Resource Consulting is committed to setting a new standard for the industry.

We do not have any potential conflicts of interest from past recruitments or relationships. We will be happy to answer any additional questions you may have. We look forward with great interest to working with you on this very important assignment.

Sincerely,

A handwritten signature in cursive script, appearing to read "Sherrill A. Uyeda".

Sherrill A. Uyeda
Founding Partner

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TABLE OF CONTENTS

1 Our Understanding	1
2 Firm Qualifications	1
2.1 Project Team	1
2.2 Our Experience	1
2.3 Advantages of Our Firm	2
3 Recruitment Methodology & Approach	3
3.1 Strategy Development	3
3.2 Active Recruitment	4
3.3 Candidate Evaluation	4
3.4 Progress Report Meeting	4
3.5 Preliminary Interviews	5
3.6 Client Interviews & Interview Books	5
3.7 Special Assistance	5
4 Our Client's Role	5
5 Projected Timeline	6
6 Alliance Advantages	7
6.1 Technology	7
6.2 Stakeholder Outreach	7
6.3 Weekly Client Updates	8
7 Recruitment Costs	8
8 Alliance Summary	9
9 Contact information	9
Appendix-A: Pension and Investment Searches	10
Appendix-B: Biographies	11
Appendix-C: References	12



RETIREMENT ADMINISTRATOR

Mendocino County Employees' Retirement Association

1 – OUR UNDERSTANDING

It is our understanding that the Mendocino County Employees' Retirement Association wishes to engage an executive search firm to assist in the Retirement Administrator recruitment.

The Mendocino County Employees' Retirement Association provides members and their beneficiaries with sustainable benefits and exceptional service through professional plan administration and prudent investment practices.

Alliance Resource Consulting prides itself on its commitment to customer service to both the client and the candidates.

2 – FIRM QUALIFICATIONS



2.1 Project Team

In 2004, Alliance Resource Consulting acquired the national executive recruiting practice of MAXIMUS. We are committed to providing our clients with the highest caliber of service in the industry. Our team of dedicated professionals utilizes custom-built state-of-the-art technology in conducting a search.

We are based out of Long Beach, California and are the only firm in California to provide unlimited on-site visits to in-state clients. We also have offices in Palo Alto, California, Tampa, Florida and Seattle, Washington.

Our current staffing is:

- Sherrill Uyeda** – Founding Partner
- Cindy Krebs** - Regional Director, Pacific Northwest
- David McDonald** – Regional Director, East Coast
- Syldy Tom** – Manager
- Richard Kaplan** – Research Consultant
- Geoff Gambling** – Research Consultant
- Daniela Pallafacchina** – Research Consultant
- Linda Kann** – Special Projects and Graphics Manager

Sherrill Uyeda and Cindy Krebs will work on this recruitment. Biographies can be found in Appendix B and references can be found in Appendix C.

2.2 Our Experience

We believe we are exceptionally well qualified to assist you. We have extensive nationwide experience recruiting pension executives for government agencies and special districts and have helped to place excellent people in both small and large organizations. We are currently recruiting the Retirement Administrator for the Fresno County Employees' Retirement Association and the Retirement Investment Officer for the City of San Jose, CA.

In addition, we have completed the following recruitments:

- Chief Executive Officer - Contra Costa County Employees' Retirement Association (2014)
- Assistant Director, Retirement Services and Chief Investment Officer - City of San Jose, CA (2014)
- Executive Director - Kern County Employees' Retirement Association (2013)
- Retirement Administrator - Sonoma County Employees' Retirement Association (2013)
- Director of Retirement Services - City of San Jose, CA (2012)
- Chief Executive Officer - Santa Barbara County Employees' Retirement System (2012)
- Retirement Administrator - Fresno County Employees' Retirement Association (2011)
- Deputy Retirement Chief Executive Officer - Contra Costa County Employees' Retirement Association (2011)
- Assistant Retirement Administrator - Marin County Employees' Retirement Association (2011)
- Retirement Administrator - Marin County Employees' Retirement Association (2010)
- Investment Officer - Kern County Employees' Retirement Association (2010)
- Administrator - Arizona Public Safety Personnel Retirement System (2010)

Our ability to carry out the work required by your agency is enhanced by our past experience in providing similar services to others, and we expect to continue such work in the future. It should be noted that all of the recruitments listed above were completed on time and within budget.

We will preserve the confidential nature of any information received from you or developed during our work on this recruitment in accordance with our established professional standards.

We assure you that we will devote our best efforts to carrying out the work required. The results obtained, our recommendations and any written material we provide will be our best judgment based on the information available to us.

2.3 Advantages of Our Firm

Relative to your present search requirements, we believe the principal advantages in using Alliance Resource Consulting which differentiate us from other firms are:

- Our track record of success in placing superior senior level executives in particularly sensitive and highly responsible/accountable positions.
- Our specialization in public sector executive search on a nationwide basis.
- Our extensive experience recruiting pension executives for government agencies and special districts.
- Our PROACTIVE recruitment of candidates who may not be seeking new employment and would not normally respond to routine advertising and highly qualified candidates who might be overlooked by traditional recruiting approaches.
- Our ability to develop and meet a recruitment timeline to fit your needs.
- The fact that we assign two professionals to each recruitment to ensure we are always available to quickly respond to your most pressing requirements.
- The quality of our work and the fact that most of our clients have retained our services on more than one engagement.
- Our proven ability to identify and recommend qualified female and minority candidates.
- The transparency of our recruitment process. We will provide you a client login to our recruiting system so you can see how things are progressing at any time. We will also prepare weekly updates for you throughout the peak of the recruiting process.

- Our reputation among clients and candidates for timely communication and documentation (e.g., acknowledgement of receipt of candidate application, client status reports, candidate interviews, client meetings and candidate feedback).
- The thoroughness of our documented reference, internet and background checks. We request very specific references from candidates and supplement our reports with information gathered from available information sources such as LexisNexis and public records. Our ability to enhance the recruitment process through stakeholder outreach, the use of online surveys, and targeted research.
- The fact that all of our graphics work is done in-house, saving our clients time and money.
- Our promise to conduct the recruitment at the cost proposed. We have never charged a client more than our proposed amount.

3 – RECRUITMENT METHODOLOGY & APPROACH

Alliance Resource Consulting believes that we are an extension of your organization. As such, we work within your expectations and guidelines. Our objective is to find the best qualified candidates. While notices in professional journals may be helpful, many of the best candidates must be sought out and their interest encouraged. Our general familiarity with the organization, knowledge of the field and our relationships with professional organizations make us well qualified to assist you.

Our clients have found that we are able to:

- Develop the appropriate specifications for a position.
- Encourage the interest of top-level people who would be reluctant to respond to advertisements.
- Preserve the confidentiality of inquiries, consistent with State public disclosure and open meeting laws.
- Save a considerable amount of time for client staff in developing and responding to candidates.
- Protect the confidentiality of the information discussed with or received from the client.
- Build consensus among those involved in the hiring process.
- Independently and objectively assess the qualifications and suitability of candidates for the particular position for which we are recruiting.
- Adhere to client's budget and schedule expectations.

If you desire to retain us for a full and thorough recruitment process, we will do the following for your recruitment:

3.1 Strategy Development

We will interview members of the Search Committee and other client contacts to obtain a detailed understanding of the position, key goals and challenges, and organizational culture. We will also discuss expectations regarding desirable training, experience and personal characteristics of candidates. In addition, should you request it, we will conduct/facilitate community outreach meetings and focus group discussions.

We also have experience creating and managing community surveys, should the organization want input from its constituents. We will also gather/review relevant information about the organization, such as budgets, organization and/or department goals, organization charts, etc.

Once our findings have been summarized, we will submit a Recruitment Profile with the desired qualifications and characteristics to you for approval. The Recruitment Profile that will be sent to potential candidates will include information about the organization, the job and the criteria established by you.

3.2 Active Recruitment

Once you have approved the Recruitment Profile, we will actively seek out individuals who meet your expectations. To achieve the best response, we will take a three-prong approach to attracting candidates:

1. **Direct Contact** – We will mail invitations and recruitment profiles to targeted individuals in comparable organizations at the appropriate level. These invitations will be followed up with direct phone calls to potential candidates to gauge interest.
2. **Internal “Job Alert”** – Over the past ten years, we have developed an active database of over 19,000 candidates who are active in various public sector positions. We will send a new “job alert” to all our registered users in the Alliance Resource Consulting candidate application program. Prospective candidates will be contacted via e-mail with a link to the PDF version of the Recruitment Profile.
3. **Advertisements** – We will place job advertisements in the appropriate professional journals and on-line sites.

As a matter of corporate policy, we do not discriminate against any applicant for employment on the basis of race, religion, creed, age, color, marital status, sex, sexual preference, disabilities, medical condition, veteran status or national origin. A substantial percentage of the placements made by our firm have been minority or female candidates.

Frequent communication with our clients is a hallmark of our firm. While consultants will provide regular updates on the progress of your search, you will also be able to access up-to-date ‘real time’ information regarding your search from our secure website.

3.3 Candidate Evaluation

We will review, acknowledge and evaluate all resumes received. Candidate evaluation will begin with an analysis based upon criteria contained in the Recruitment Profile, information contained in the resumes submitted to us, and our knowledge of the people and organizations for which they work.

The next phase in candidate evaluation will focus on gaining additional information from the qualified group of candidates through written supplemental information questionnaires and other resources. Telephone interviews will be conducted with the most promising candidates to gain a better understanding of their backgrounds, qualifications and interest in the position.

3.4 Progress Report Meeting

After the resume deadline, we will submit to you a progress report of the leading candidates. This report will include summary resumes, supplemental information, and the original resumes of those candidates we believe to be best qualified for the position. Supplemental information on a candidate typically includes: the size of the organization for which the person works, reporting relationships, budget responsibility, the number of people supervised, related experience and reasons for interest in the position. Any other specific information will be dictated by the criteria set forth in the Recruitment Profile.

The purpose of our progress report is two-fold. It allows you an opportunity to review the candidates and choose those who you would like to invite to be interviewed for the position. It also allows us to receive feedback on the caliber of the candidates recruited. In addition, at this point we will have conducted preliminary background checks on each of

the presented candidates. Of course, we are flexible and may consider other individuals as final candidates who are subsequently identified and were not included in the progress report.

3.5 Preliminary Interviews

We will interview (either in person or via video-conference) those candidates identified by you to be the leading candidates. We will conduct a preliminary interview with questions that focus on the selection criteria. Additionally, we will verify degrees and certifications and continue to gather information about the candidate's professional backgrounds.

3.6 Client Interviews & Interview Books

We will assist you in scheduling final candidates for interview with your organization, and will send the candidates packets of information which we obtain from you should you request it (e.g., information about the organization and the geographic area, budgets, etc.).

We will prepare final interview books for the selection panel. These books will include interviewing/selection tips, suggested interview questions, and rating forms for your use. Candidates will not be ranked, for we believe it will then be a matter of chemistry between you and the candidates.

We will also be on-site for the interview day(s). We will brief the interview panel at the start of the interviews and will facilitate the process throughout the day. After the last candidate interview, we will assist you in "debriefing" the interview panel members.

As part of our process in evaluating candidates, we make telephone reference checks. In conducting these references, it is our practice to speak directly with individuals who are, or have been, in a position to evaluate the candidate's performance on the job. To gain a well-rounded impression of the candidates, we speak with current and prior supervisors, peers and subordinates. These references and our evaluations provide you with a frank, objective appraisal of the candidates. Once we finalize references on the top one or two candidates and conduct credit/criminal/civil litigation/motor vehicle record checks through an outside service, we will provide you with a detailed candidate evaluation report.

3.7 Special Assistance

Our efforts do not conclude with presentation of the final report. We are committed to you until a successful placement is made. Services that are routinely provided include:

- Arranging the schedule of interviews and the associated logistics for final candidates.
- Advising on starting salary, fringe benefits, relocation trends and employment packages.
- Acting as a liaison between client and candidate in discussing offers and counter offers.
- Conducting a final round of reference checking with current employers (if not previously done for reasons of confidentiality).
- Notifying those candidates who were not recommended for interview of the decision. Following up with the client and the selected candidate once he/she has joined the organization to ensure a smooth transition.

4 – OUR CLIENT'S ROLE

The client has a very important role in the recruitment process. While we may identify and recommend qualified candidates, it is the client who must make the decision about which candidate to hire.

In order to insure that the best candidates are available from which to choose, our clients should be willing to do the following:

- Clearly inform us about matters relevant to the search that you wish to keep confidential (e.g., salary, personnel issues, and other privileged information).
- Supply us with the names of people you have previously interviewed/ considered for this position.
- Forward us copies of the resumes you receive, to avoid duplication of effort.
- Provide feedback to Alliance Resource Consulting regarding the information and recommendations provided by us.
- Promptly decide upon and follow up in scheduling interviews with the most promising candidates.
- Assist in providing information to candidates that will enable them to make their career decisions.
- Uphold confidentiality (while respecting relevant state laws about open disclosure) to protect the integrity of the recruitment process, as well as the candidate's involvement.

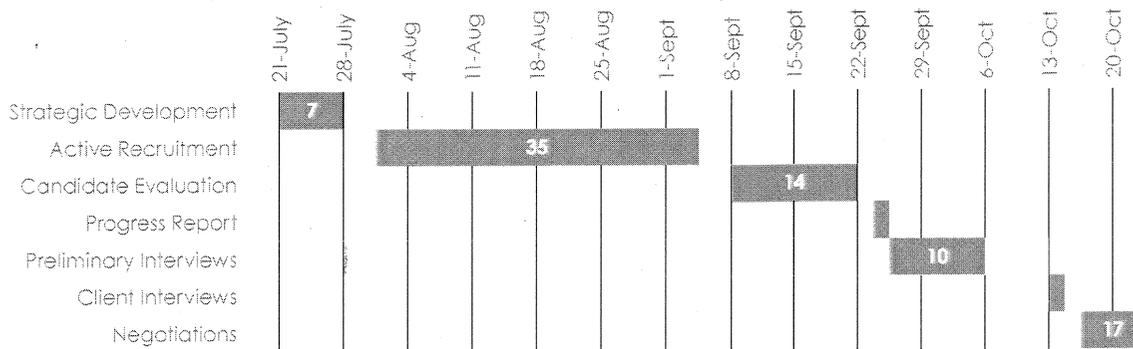
By doing the above, we will maximize the likelihood of mutual success.

Finally, please be reminded that the United States Immigration Reform and Control Act of 1986 requires that all employers verify an employee's eligibility to work in the United States. Since Alliance Resource Consulting cannot serve as your agent in this matter, your hiring process should include this verification procedure.

5 – PROJECTED TIMELINE

The following is a typical schedule to conduct a thorough recruitment. However, we would be pleased to modify this to meet your needs:

1st Week	Meet with the appropriate individuals to gather background information.
	Develop and obtain approval for the Recruitment Profile.
2nd - 3rd Week	Develop a list of potential candidates to target. Prepare and place advertisements, if desired.
4th - 9th Week	Active recruitment—solicit, receive and acknowledge resumes.
10th Week	Evaluate resumes and gather supplemental information. Submit progress report and meet with you to review leading candidates.
11th Week	Verify degrees and certifications and interview the best qualified candidates.
12th - 14th Week	Submit final report and initiate the interview process with you.
Following Interviews	Conduct references, credit/criminal/civil litigation/motor vehicle record checks, and assist with negotiations.



6 – ALLIANCE ADVANTAGES

6.1 Technology

Alliance Resource Consulting is the only firm to utilize a custom-built “online” client/candidate management system. This custom system allows candidates to input their resumes and cover letters on our website. (For candidates who wish to email or mail us a hard copy of their resume, we will input the information for them.) One of the benefits of our system is that it enables our client contact to check the latest applicant list in real-time.

One of our strengths is our use of social media to best market the recruitment. We have active accounts on LinkedIn, Twitter and Facebook. The use of social media allows us to contact our network and “followers” to alert them to our recruitment announcements, informational updates and reminders. It allows us to stay one step ahead of our competitors.

Alliance Resource Consulting is always searching for new ways technology can help us save our client’s money. One way we do this is by using Skype to interview out of town candidates. Our innovative ways have set us apart from our more traditional competitors.

6.2 Stakeholder Outreach

Our firm has used several methods, including stakeholder meetings, community forums and surveys, for stakeholder outreach in a number of previous recruitments. For example, for the City of San José City Manager recruitment, our consultants facilitated 13 community outreach meetings where citizens were invited to attend and express their opinions about what they were looking for in city manager candidates. For the City of Alexandria’s City Manager recruitment, we also met with special interest groups such as business leaders, Chamber of Commerce members and historic preservation groups.

During the recruitment of the City Administrator for the City of Huntington Beach (CA), the consultants met with each councilperson, each department head, conducted an open citizen forum and a forum for a group of stakeholders comprised of two citizens recommended by each councilperson. For the City Manager recruitment conducted for the City of Moreno Valley (CA), the consultants conducted a community panel as well. Our previous experience in stakeholder outreach makes our firm very qualified to conduct the meetings with the Mayor’s Office and City Council Members as well as facilitate multiple stakeholder outreach forums throughout the City that your request for proposal outlined.

Lastly, our firm has significant experience in creating community surveys should you wish to provide this option to your community. We have utilized surveys for many of our recruitments and can prepared them in different languages, if required. The surveys can be accessed on-line, or at our office and our client’s office.

6.3 Weekly Client Updates

During the peak period of the recruitment, our consultants provide our client contacts written recruitment updates on a weekly basis. These updates include work done that was completed during the week and what we expect to work on the following week.

7 – RECRUITMENT COSTS

The three major client meetings will be: one to develop the Recruitment Profile, one to present our Progress Report, and one to attend the first round of candidate interviews. We propose a professional fee of \$28,000 for the work outlined above. If additional on-site meetings are required, a budget increase of \$1,500 per meeting will be added to the professional fee. In addition, we are reimbursed for expenses such as for advertising, travel, interviewing, sourcing, support services, background checks and other related items, as well as allocated costs such as telephone, postage and photocopying. These expenses will not exceed \$9,500. Please note that this amount does not include reimbursement of candidates who travel to be interviewed by you. Unless you notify us to the contrary, we will assume that you will handle these reimbursements directly.

Our professional service fee will be split among four equal invoices and expenses will be billed as they are incurred. All invoices are due and payable upon receipt. We do NOT base our fees on a percentage of the position's salary.

Our billing schedule on a retained professional fee (and based not on an hourly rate) is as follows:

1st Billing	Due after Start Meeting	First Phase	\$7,000
2nd Billing	Due upon our submittal of a draft recruitment profile	Second Phase	\$7,000
3rd Billing	Due after we meet and submit our Progress Report to you	Third Phase	\$7,000
4th Billing	Due after the client conduct interviews with finalists	Fourth Phase	\$7,000

Please note that this is a standard billing schedule and can be modified as requested.

You may discontinue this assignment at any time by written notification. In the unlikely event that this occurs, you will be billed for all expenses incurred to the date of the cancellation, and for professional fees based upon the time elapsed from the commencement of the assignment to the date of cancellation. If a cancellation occurs within the first 30 days of the assignment, following either verbal or written authorization to proceed, one-third of the professional fee will be due. If a cancellation occurs thereafter, the fee beyond the first one-third will be prorated based upon the number of calendar days which have elapsed. If a cancellation occurs after 90 days, all professional fees will be due in full.

Guarantee

We are committed to working with you until a placement is made. However, if the selected candidate (recommended by us for hire, and excluding internal candidates) should be terminated within one year from the date of hire, we will re-do the search for no additional professional fee. Naturally, we would expect to be reimbursed for any expenses that might be incurred.



8 – ALLIANCE SUMMARY

Thank you for reviewing our proposal. Should you decide to retain Alliance Resource Consulting for your executive search needs, we will do the following:

- Partner with you and act as an extension of your organization.
- Define a recruitment strategy and timeline, develop a recruitment profile and attract/research prospective candidates.
- Conduct a multi-layered candidate screening analysis on the applicants.
- Communicate frequently and on-time with both the client and candidates.
- Allow client contacts to access the recruitment database in real time from remote sites.
- Interview and screen leading finalists.
- Facilitate the client interview process.
- Complete the candidate selection and closure of recruitment.

Our firm's motto is "the Power of Partnership" and we are committed to adding value to your organization's goals and mission. We bring an ethical, transparent and well-documented recruitment process to all our clients.

9 – CONTACT INFORMATION

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 Alliance Resource Consulting, LLC



RETIREMENT ADMINISTRATOR

Mendocino County Employees' Retirement Association

APPENDIX-A

Pension and Investment Clients of Alliance Resource Consulting

California Public Employees Retirement System	Chief Executive Officer
California State Teachers' Retirement System	Chief Investment Officer
Contra Costa County Employees' Retirement Association	Chief Executive Officer
Contra Costa County Employees' Retirement Association	Deputy Retirement Chief Executive Officer
Fresno County Employees' Retirement Association	Retirement Administrator
Illinois Teachers' Retirement System	Chief Executive Officer
Kern County Employees' Retirement Association	Investment Officer
Long Beach, CA, City of	Treasurer
Marin County Employees' Retirement Association	Assistant Retirement Administrator
Marin County Employees' Retirement Association	Retirement Administrator
Missouri Employees Retirement System	Chief Executive Officer
Oregon County Employees Retirement System	Chief Investment Officer
San Jose, CA, City of	Chief Investment Officer/ Assistant Director of Retirement Services
San Jose, CA, City of	Director of Retirement Services (CEO)
San Jose, CA, City of	Retirement Investment Officer
Santa Barbara County Employees' Retirement System	Chief Executive Officer
Santa Barbara County Employees' Retirement System	Chief Investment Officer
Sonoma County Employees' Retirement Association	Retirement Administrator
Ventura, CA, City of	Treasury Manager

APPENDIX-B BIOGRAPHIES

Sherrill A. Uyeda – Founding Partner

Sherrill Uyeda has over fifteen years of public sector executive search experience. She began her career in executive search in 1998 with Norman Roberts & Associates, Inc. From 1999 to 2004, Ms. Uyeda was an executive search consultant with MAXIMUS, a leading government consulting firm which assists state, federal and local governments. In 2004, along with Eric J. Middleton, she founded Alliance Resource Consulting LLC.

Since 2007, Ms. Uyeda has been instrumental in expanding the organization's presence to include regional offices in Palo Alto (CA), Tampa (FL) and Seattle (WA). She fosters an environment of frequent communication to both clients and candidates and transparent and ethical recruitments on a timely basis. Her leadership and collaborative skills have led to an impressive hiring and retention rate.

Ms. Uyeda's track record of recruiting high-profile government executives across the nation in various industries include: city and county management, transportation, utilities, human resources, library services, building and planning, economic development and pension and retirement systems. Past clients for nationwide recruitments have included the City/County of San Francisco (CA), the County of Los Angeles (CA), Arlington County (VA), Broward County (FL), the City of Atlanta (GA), the City of Alexandria (VA), the City of Boston (MA), the City of Dallas (TX), and the City of San José (CA). Past retirement systems, she has recruited for are: Contra Costa County Employees Retirement Association, Fresno County Employees Retirement Association, Kern County Employees Retirement Association, Marin County Employees Retirement Association, Santa Barbara County Employees Retirement System, and Sonoma County Employees Retirement Association.

Additional areas of expertise include: facilitating community forums and outreach meetings, conducting multi-lingual citizen surveys and compensation and benefits negotiations.

Ms. Uyeda graduated from the University of Southern California, with both a Bachelor of Arts degree in Communication Arts and Sciences and a Master of Public Administration degree. She is a member of the Society for Human Resources Management.

Cindy Krebs – Regional Director

Cindy Krebs joined Alliance Resource Consulting in 2012 after serving more than 25 years as a high level manager and principal consultant for local governments, regional agencies and special districts. The experience she gained while working in the public sector gives Ms. Krebs a unique understanding of the complexities associated with public service careers as well as a strong appreciation for people who choose to dedicate themselves to improving the communities they serve. Ms. Krebs is highly adept at working with executive management teams, Board members, and community/special interest groups and has managed several high profile recruitments for Alliance.

Ms. Krebs graduated from Baker University with Bachelor of Art degrees in both Communications and Spanish. She is also a graduate of CORO's Orange County Leadership program. Ms. Krebs is fluent in Spanish and proficient in French and Italian.



APPENDIX-C REFERENCES

Sonoma County Employees' Retirement Association

Name: William Adams
Title: Board President
Phone #: (707) 565-8100

Marin County Employees' Retirement Association

Name: Jeff Wickman
Title: Retirement Administrator
Phone #: (415) 473-3733

Contra Costa County Employees' Retirement Association

Name: Brian Hast
Title: Board President
Phone #: (925) 260-8308