

Pursuant to the Open Meeting Law, M.G.L. Chapter 30 A, §§ 18-25, written notice posted by the Town Clerk delivered to all members, a meeting of the Feoffees of the Grammar School in the Town of Ipswich Trust was held on July 30, 2020 at 1pm.

Due to the COVID19 Virus pandemic, and restrictions concerning in-person gatherings ordered by the Governor, this meeting took place virtually on Zoom.

Upon his death in 1660, William Paine bequeathed the 36 acres of Little Neck to a trust to benefit the school of Ipswich forever. On August 10, 2012, per a court settlement and trust administration order, the land of Little Neck was sold to cottage owners who had been land tenants. This sale converted the real estate assets to an investment trust and changed the trust governance. The beneficiary of the trust continues to be the Ipswich Public Schools.

Mission - The Feoffees pledge to adhere to best practices for charitable trusts; to provide complete transparency to the citizens of Ipswich; and to be in open and regular communication with the School Committee, Board of Selectmen and Finance Committee. The group is committed to establishing and implementing prudent policies and procedures to grow the corpus, distribute funds, hire professional service providers and report to stakeholders.

The Feoffees will operate to balance the interests of present and future generations of Ipswich school children, so that the trust fulfills Mr. Paine's intent to support the schools in perpetuity.

Life Feoffee appointment: **G. Markos*** Chair (2020)

Finance Committee appointments: M. Evans, (2022); N. Pulsifer, School Liaison (2021)

Board of Selectmen appointments: L. Seidler 2022; E. Rose, Treasurer (2021)

School Committee appointments: **S. Ward*** Investment Liaison (2020); D. Fates, Clerk (2021)

Terms expire in August; *2nd, 3-year term, no further extensions remaining.

- Call to Order - With a quorum present, Mr. Markos called the meeting to order at 1 pm.

Present: George Markos, Chair; Ellen Rose; Richard Fates; Mark Evans; Nathaniel Pulsifer, Larry Seidler; Seth Ward

Patti Beckwith, Life Feoffee Appointee, pending

Walter Zagrobski, School Committee Appointee, pending

Greg Stevens, School Committee member

Aureus Asset Management (A-1:25 pm): David Scudder; Thad Davis; Mike Kellogg

Lauren Albanese identified herself as reporter with Financial Investment News, on line publication based in New York, attending on behalf of colleague Collin Rajala and was welcomed to the meeting.

Mr. Markos referenced the Trust Administration Order, that no person may serve more than two consecutive terms and therefore this was his last meeting, and Mr. Ward's last meeting.

Mr. Markos informed the Feoffees that he was nominated as a Life Feoffee and would accept the nomination.

Mr. Markos welcomed the new (pending) members Ms. Beckwith and Mr. Zagrobski. Mr. Markos encouraged the Feoffees to continually be looking for the next Feoffee candidates and stressed the importance that the Feoffees continuously evaluate the outside financial manager.

Life Feoffee appointment: Ms. Beckwith is a Certified Financial Planner.

School Committee appointment: Mr. Zagrobski works in the Trust and Investment Field.

Upon receiving their appointment letters from the town clerk, Ms. Beckwith and Mr. Zagrobski will be sworn in to participate in the next meeting.

- **Citizen Queries - There was no public comment.**
- Approval of minutes - Vote: The meeting minutes of May 27, 2020 were unanimously approved by roll call vote.
- Treasurer's Report
 - Feoffees of the Grammar School Trust Performance Summary June 30, 2020 (Second Quarter)
 - Overview & Performance Summary
 - Endowment Summary

Vote: The Treasurer's Report dated June 30, 2020 was unanimously accepted by roll call vote.

- School Committee's request for segregation of deferred funds

The School Committee received a request from the teachers to increase the amount of the mini grants from \$5000 to \$7500 and add a second round of mini grants in October. The School Committee supported this request.

The School Committee has unanimously requested an amendment to the Distribution Policy to allow the deferral of unspent annual grant distribution funds with the ability to request those funds to address large expenditures in the future.

The undrawn funds would remain in the corpus and accrue interest; the future distribution to the school would be limited to the original amount and not include interest. There was discussion if those deferred funds accumulated there was the potential impact of a large withdrawal and liquidity complications; these funds will be tracked in a notional account.

Mr. Stevens addressed the concern that the deferred funds would be an impactful percentage of the corpus and clarified that the School Committee would not defer the entire distribution and estimated the average deferral would be between \$50,000 & \$100,000.

Vote: The amendment to Section V of the Distribution Policy to permit the School Committee to defer unexpended funds from the annual distribution back to the Trust for reinvestment and withdraw those funds at a later date was unanimously approved by roll call vote.

(This vote was extended at the 10.21.2020 meeting)

- Review of investment with Aureus

Mr. Scudder spoke in detail on the current state of the financial market and the impact of the COVID-19 virus pandemic and increased unemployment that attributed to the volatility of the market and the enormous deficit the Federal Government has incurred.

Mr. Kellogg reviewed the balances of the Equity, Fixed Income, and Non-Traditional accounts gains /losses.

Mr. Davis updated the Feoffees on stock opportunities. No major changes in asset allocations were recommended.

Mr. Ward gave an overview on the background and reasoning for the Passive Accounts for the benefit of the new Feoffees.

The meeting was open for questions on the presentation.

Aureus will send the new members information regarding their company.

- Winchester Cooperative Bank Account

The Escrow Account remains in the Winchester Cooperative Bank with a balance of \$7,000. The funds were put in escrow years ago when the rent increase to Little Neck properties was disputed. The Escrow Agent is insisting on waivers from the Little Neck Condo Trust Board. The Feoffees have long believed these rent funds are due to the Feoffees.

Mr. Seidler agreed to negotiate with the Condo Trust on behalf of the Feoffees to settle the account.

Vote: Mr. Seidler was authorized to negotiate with the Little Neck Condo Trust on behalf of the Feoffees to settle the Escrow Account held at the Winchester Cooperative Bank.

Mr. Seidler will ask to meet with the Condo Association and negotiate to settle, pending approval of the Feoffees.

- School Committee liaison update

Mr. Pulsifer spoke on current challenges of the school to provide remote learning during the pandemic. Mr. Pulsifer is meeting with School Superintendent Brian Blake. Mr. Pulsifer will attend the next School Committee meeting to bring an awareness that the Feoffees are anxious to know how to participate to bring the school further ahead.

Mr. Markos followed up on the previous discussion about author Ted Dintersmith's approach to learning. Mr. Markos stated he watched Mr. Dintersmith's video and read his book and was intrigued with his concept and questioned how it could be applied to summer programs or supplement programs paid by the endowment to enhance the school curriculum.

Mr. Stevens participated in this discussion that remote learning has added expense. The major focus right now is how to reopen and pay for increased expenses related to the pandemic to fund the normal budget. The School Committee has a retreat on August 13.

Approved 10.21.2020

- Feoffees Review Annual Report

Feoffees discussed providing the school committee with a statement for town meeting. Mr. Fates will provide a draft.

- Certificate of Incumbency

The Certificate of Incumbency must be updated at the bank. Ms. Rose and Mr. Seidler were proposed to be the two signatories.

Vote: Ellen Rose and Lawrence Seidler were authorized to be on the Certificate of Incumbency unanimously by roll call vote.

- Ms. Rose reported that one of the two houses with mortgages was to be sold soon, leaving the Feoffees holding one mortgage.

- Adjournment: The Feoffees adjourned unanimously by roll call vote at 2:45 pm.

Respectfully Submitted By
Catherine Tinsley, 7.31.2020