

**Missouri Higher Education Savings Program  
Minutes of the MOST Board Meeting**

Harry S. Truman Building, Room 500  
Jefferson City, Missouri  
Wednesday, May 1, 2013

**Item I: Call to Order**

Treasurer Clint Zweifel called the meeting to order at 1:00 p.m.

**Item II: Roll Call**

MOST Board Members present were Treasurer Clint Zweifel, Deputy Commissioner Walter Pearson (for Commissioner Doug Nelson), Commissioner David Russell, Director Mike Downing, and Jason Lawless.

Treasurer Zweifel's office staff present were: Meg Lewis, Bruce Ring, Debbie Schertzer and Sarah Swoboda.

UPromise/Vanguard/DAWM staff present were: Miriam Broaddus, George DuCasse, Stewart Duffield, Kevin Green, Nicole Grogan, Janet Kottman, Abby Litchen, Christine Johnson and Lindsey McKnight.

**Items III: Approval of Minutes**

Mike Downing moved to approve the March 13, 2013 Board meeting minutes. Walter Pearson seconded the motion, and the motion passed unanimously. Treasurer Zweifel congratulated Mike Downing on being appointed the Department of Economic Development Acting Director.

**Item IV: Direct-Sold Marketing Plan Approval**

Miriam Broaddus highlighted key points of the Direct-Sold Marketing Plan.

**Item V: Advisor-Sold Marketing Plan Approval**

Nicole Grogan, Lindsey McKnight, and Abby Litchen highlighted key points of the Advisor-Sold Marketing Plan.

Treasurer Zweifel moved to approve the Direct-Sold Marketing Plan and the Advisor-Sold Marketing Plan. Director Mike Downing seconded the motion and the motion passed unanimously.

**Item VI: Quarterly MOST Report**

George DuCasse and Stewart Duffield reported 1<sup>st</sup> quarter direct plan results noting strong cash flow and positive returns. Miriam Broaddus reported 1<sup>st</sup> quarter direct plan marketing results noting the Awareness Survey key findings. Janet Kottman reported outreach results. Nicole Grogan reported 1<sup>st</sup> quarter advisor plan results and Lindsey McKnight described current advisor plan marketing efforts.

**Item VII: Quarterly WATCH Report**

Bruce Ring reported DWS Dremen Small Cap performance improved enough to be removed from the Watch List.

Treasurer Zweifel moved to adjourn. Director Mike Downing seconded the motion. The meeting adjourned.