

FOCUS INCOME BLEND PORTFOLIO OVERVIEW

The Focus Income Blend Portfolio is invested in a diversified mix of liquid assets designed to provide more stable capital appreciation on a total return basis. The portfolio has more exposure to fixed income than equities in an effort to focus on stability over long term returns. The portfolio is more conservative than the other portfolio options and, as a result, has a lower expected return with lower volatility. Distributions from the portfolio are not restricted by a spending policy limit. The Santa Barbara Foundation seeks to incorporate ESG criteria in our investment analysis and decision-making processes, particularly emphasizing profitable investments on a risk-adjusted basis with positive social and environmental impacts aligned with the priorities and values of the Foundation. For more information, please visit our [Responsible Investing](#) page.

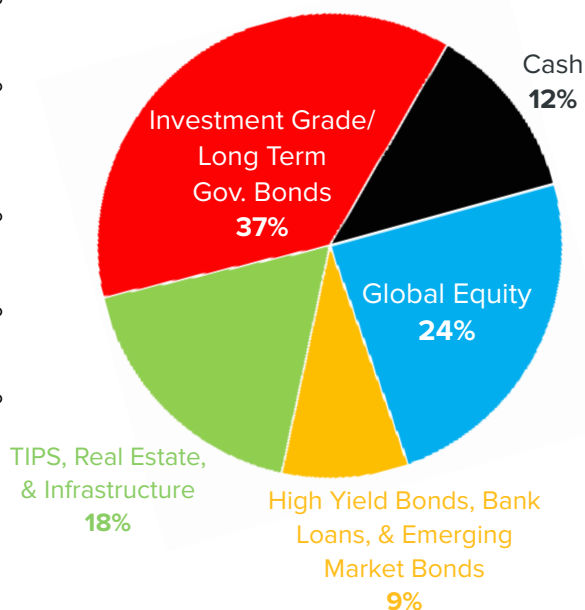
Investment Advisor: Meketa Investment Group
Total Invested Assets: \$5.2 MM as of March 31, 2022

Portfolio Expectations:
 Expected Return (20-year) 4.39%
 *Standard Deviation 7.23%
 **Sharpe Ratio 0.37

FOCUS INCOME STRATEGIC ALLOCATION

	<u>3/31/2022</u>	<u>Target Policy</u>
Growth		
Global Equity	24%	30%
Income		
High Yield Bonds, Bank Loans, & Emerging Market Bonds	9%	0%
Inflation Hedges		
TIPS, Real Estate, & Infrastructure	18%	17%
Risk Mitigating		
Investment Grade/Long Term Gov. Bonds	37%	43%
Cash Equivalents		
Cash	12%	10%

As of 3/31/2022



PORTFOLIO PERFORMANCE

	<u>QTD</u>	<u>Last 12 Months</u>	<u>3 Years</u>	<u>5 Years</u>	<u>ITD June 2011</u>
Focus Income Blend	-4.2%	1.3%	5.6%	5.2%	4.3%
Focus Income - Policy Benchmark	-4.7%	1.7%	5.7%	5.3%	4.8%

30% MSCI ACWI / 12% Bloomberg US TIPS TR / 5% FTSE EPRA/NAREIT Developed Liquid Index USD TR / 43% Bloomberg US Aggregate TR / 10% 91 Day T-Bills

The Policy Benchmark performance is derived by multiplying the long-term policy target for each asset class by the index return for each asset class. The Policy Benchmark index return does not include fees. The Performance for the Focus Income Blend Portfolio is net of all investment related fees (investment management, consulting, and custodian fees). The aggregate fees for the Focus Income Blend is 0.39% as of 3/31/22.

*Standard Deviation: A statistic that tells how tightly a set of numbers are clustered around the mean. It is used to help evaluate the volatility or risk, inherent in a security or portfolio. The standard deviation of a series is a measure of the extent to which observations in a series differ from the arithmetic mean of the series. For example, if a security has an expected average annual rate of return of 10% and a standard deviation of 5%, then two-thirds of the time or 68% of the time, one would expect to receive an annual rate of return between 5% and 15%.

**Sharpe Ratio: A measure of portfolio efficiency and a commonly used measure of risk-adjusted return. The sharpe ratio indicates excess portfolio return for each unit of risk associated with achieving the excess return. The higher the sharpe ratio, the better the fund's historical risk-adjusted performance.