



Contra  
Costa  
County



For Reviewers Use Only:  
Accepted Rejected

**BOARDS, COMMITTEES, AND COMMISSIONS APPLICATION**

MAIL OR DELIVER TO:

Contra Costa County  
CLERK OF THE BOARD  
651 Pine Street, Rm. 106  
Martinez, California 94553-1292

PLEASE TYPE OR PRINT IN INK  
(Each Position Requires a Separate Application)

BOARD, COMMITTEE OR COMMISSION NAME AND SEAT TITLE YOU ARE APPLYING FOR:

CCC Employees' Retirement Assoc. Board Trustee

PRINT EXACT NAME OF BOARD, COMMITTEE, OR COMMISSION

PRINT EXACT SEAT NAME (if applicable)

1. **Name:** Cordone Mark John  
(Last Name) (First Name) (Middle Name)

2. **Address:** [Redacted] Alamo CA 94507  
(No.) (Street) (Apt.) (City) (State) (Zip Code)

3. **Phones:** [Redacted]  
(Home No.) (Work No.) (Cell No.)

4. **Email Address:** [Redacted]

5. **EDUCATION:** Check appropriate box if you possess one of the following:

High School Diploma  G.E.D. Certificate  California High School Proficiency Certificate

Give Highest Grade or Educational Level Achieved [Redacted]

Names of colleges / universities attended	Course of Study / Major	Degree Awarded	Units Completed		Degree Type	Date Degree Awarded
			Semester	Quarter		
A) [Redacted]	[Redacted]	Yes No <input type="checkbox"/> <input type="checkbox"/>	[Redacted]	[Redacted]	[Redacted]	[Redacted]
B) [Redacted]	[Redacted]	Yes No <input type="checkbox"/> <input type="checkbox"/>	[Redacted]	[Redacted]	[Redacted]	[Redacted]
C) [Redacted]	[Redacted]	Yes No <input type="checkbox"/> <input type="checkbox"/>	[Redacted]	[Redacted]	[Redacted]	[Redacted]
D) Other schools / training completed: Held Series 7 and Series 6 licensing for over 15 years.	Course Studied [Redacted]	Hours Completed	Certificate Awarded: Yes No <input type="checkbox"/> <input type="checkbox"/>			

**6. PLEASE FILL OUT THE FOLLOWING SECTION COMPLETELY. List experience that relates to the qualifications needed to serve on the local appointive body. Begin with your most recent experience. A resume or other supporting documentation may be attached but it may not be used as a substitute for completing this section.**

<p>A) Dates (Month, Day, Year)  <u>From</u>      <u>To</u>          June 2012    June 2015</p> <p>Total: <u>Yrs.</u>    <u>Mos.</u>          2</p> <p>Hrs. per week <u>60</u> . Volunteer <input type="checkbox"/></p>	<p style="text-align: center;">Title</p> <p>President and Co-founder</p> <hr/> <p style="text-align: center;">Employer's Name and Address</p> <p>Journeyman Capital Management          275 Battery Street, 29th Floor          San Francisco, CA 94111          Att: Bruce Leppla</p>	<p style="text-align: center;">Duties Performed</p> <p>Journeyman is a Registered Investment Advisory Firm. Duties included initiating contact with institutional and corporate 401K plans and high net individuals to introduce our RIA investment concepts. We were fiduciary to the assets we managed.</p>
<p>B) Dates (Month, Day, Year)  <u>From</u>      <u>To</u>          April 2012    June 2012</p> <p>Total: <u>Yrs.</u>    <u>Mos.</u>          10              2</p> <p>Hrs. per week <u>60</u> . Volunteer <input type="checkbox"/></p>	<p style="text-align: center;">Title</p> <p>Vice President</p> <hr/> <p style="text-align: center;">Employer's Name and Address</p> <p>Janus Capital Group          151 Detroit Street          Denver, CO 80206</p>	<p style="text-align: center;">Duties Performed</p> <p>I oversaw a team of 3 sales people responsible for sales and service of institutional retirement plans nationwide. The team serviced \$13 billion from 330 institutional retirement client's assets. We offered Janus Equities and Bonds investment products to US institutional retirement plans.</p>
<p>C) Dates (Month, Day, Year)  <u>From</u>      <u>To</u>          Mar. 1999    April 2002</p> <p>Total: <u>Yrs.</u>    <u>Mos.</u>          3              1</p> <p>Hrs. per week <u>60</u> . Volunteer <input type="checkbox"/></p>	<p style="text-align: center;">Title</p> <p>Vice President</p> <hr/> <p style="text-align: center;">Employer's Name and Address</p> <p>Prudential Institutional Investments          751 Broad Street          Newark, NJ 07012</p>	<p style="text-align: center;">Duties Performed</p> <p>Responsible for sales and service of Prudential investment products including Equities, Bonds, Pooled Real Estate, Hedge Funds, etc. to institutional retirement plans on the West Coast.</p>
<p>D) Dates (Month, Day, Year)  <u>From</u>      <u>To</u>          Oct 96        April 1998</p> <p>Total: <u>Yrs.</u>    <u>Mos.</u>          1              6</p> <p>Hrs. per week <u>60</u> . Volunteer <input type="checkbox"/></p>	<p style="text-align: center;">Title</p> <p>Vice President</p> <hr/> <p style="text-align: center;">Employer's Name and Address</p> <p>Sierra Investment Partners          101 Ignacio Valley Road          Walnut Creek, CA 94596</p>	<p style="text-align: center;">Duties Performed</p> <p>Responsible for bringing in new business for start up boutique, third party marketing firm. My territory covered the West Coast.</p>

**6. PLEASE FILL OUT THE FOLLOWING SECTION COMPLETELY. List experience that relates to the qualifications needed to serve on the local appointive body. Begin with your most recent experience. A resume or other supporting documentation may be attached but it may not be used as a substitute for completing this section.**

<p>A) Dates (Month, Day, Year)  <u>From</u>      <u>To</u>            June 1995    Oct 1996</p> <p>Total: <u>Yrs.</u>    <u>Mos.</u>            1                    4</p> <p>Hrs. per week <u>60</u> . Volunteer <input type="checkbox"/></p>	<p style="text-align: center;">Title</p> <p>First Vice President</p> <hr/> <p style="text-align: center;">Employer's Name and Address</p> <p>Investment Performance Services            570 East York Street            Savannah, GA 31401</p>	<p style="text-align: center;">Duties Performed</p> <p>Responsible for making contact with the fiduciaries on large institutional pension funds on the West Coast and introduce our investment consulting services.</p>
<p>B) Dates (Month, Day, Year)  <u>From</u>      <u>To</u>            May 1989      June 1995</p> <p>Total: <u>Yrs.</u>    <u>Mos.</u>            6                    1</p> <p>Hrs. per week <u>60</u> . Volunteer <input type="checkbox"/></p>	<p style="text-align: center;">Title</p> <p>Vice President</p> <hr/> <p style="text-align: center;">Employer's Name and Address</p> <p>Union Labor Life Insurance Company            1625 Eye Street            Washington, DC 20006</p>	<p style="text-align: center;">Duties Performed</p> <p>Responsible for marketing, sales and service of ULLICO Investment and Insurance products to large Pension Funds and Health and Welfare Funds throughout the update New York region.</p>
<p>C) Dates (Month, Day, Year)  <u>From</u>      <u>To</u>            June 1984    May 1989</p> <p>Total: <u>Yrs.</u>    <u>Mos.</u>            4                    11</p> <p>Hrs. per week <u>40</u> . Volunteer <input type="checkbox"/></p>	<p style="text-align: center;">Title</p> <p>Pension Fund Administrator</p> <hr/> <p style="text-align: center;">Employer's Name and Address</p> <p>Oswego Laborers' Retirement and Health Office            23 Mitchell Street            Oswego, New York 13126</p>	<p style="text-align: center;">Duties Performed</p> <p>Oversaw the operations and intricacies of both the Pension Fund and Health Fund. Reported to a Board of Trustees and provided quarterly detailed reports including retiree applications, delinquent contributing employers, budgets, and cash flow. Worked closely with Trustees, Fund Attorney, CPA, Actuary and Investment Consultant.</p>
<p>D) Dates (Month, Day, Year)  <u>From</u>      <u>To</u>            Jan 1976      June 1984</p> <p>Total: <u>Yrs.</u>    <u>Mos.</u>            8                    6</p> <p>Hrs. per week <u>40</u> . Volunteer <input type="checkbox"/></p>	<p style="text-align: center;">Title</p> <p>Secretary Treas./Pension Trustee</p> <hr/> <p style="text-align: center;">Employer's Name and Address</p> <p>Oswego Laborers' Retirement Fund            23 Mitchell Street            Oswego, New York 13126</p>	<p style="text-align: center;">Duties Performed</p> <p>As Sec. Treas. I was responsible the financial oversight of a \$3 million portfolio. I invested assets to meet future monetary budget needs.            As a Pension Trustee, I was fiduciary to assets held in the Pension Fund to benefit plan participants. I worked to ensure the Plan could meet its obligations.</p>

7. How did you learn about this vacancy?

CCC Homepage    Walk-In    Newspaper Advertisement    District Supervisor    Other Newspaper Article

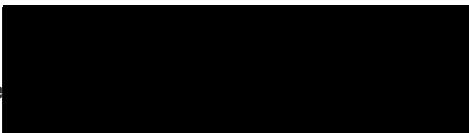
8. Do you have a Familial or Financial Relationship with a member of the Board of Supervisors? (Please see Board Resolution no. 2011/55, attached): No  Yes

If Yes, please identify the nature of the relationship:

9. Do you have any financial relationships with the County such as grants, contracts, or other economic relations? No  Yes

If Yes, please identify the nature of the relationship:

I CERTIFY that the statements made by me in this application are true, complete, and correct to the best of my knowledge and belief, and are made in good faith. I acknowledge and understand that all information in this application is publically accessible. I understand and agree that misstatements / omissions of material fact may cause forfeiture of my rights to serve on a Board, Committee, or Commission in Contra Costa County.

Sign Name: 

Date: March 10, 2017

**Important Information**

1. This application is a public document and is subject to the California Public Records Act (CA Gov. Code §6250-6270).
2. Send the completed paper application to the Office of the Clerk of the Board at: **651 Pine Street, Room 106, Martinez, CA 94553.**
3. A résumé or other relevant information may be submitted with this application.
4. All members are required to take the following training: 1) The Brown Act, 2) The Better Government Ordinance, and 3) Ethics Training.
5. Members of boards, commissions, and committees may be required to: 1) file a Statement of Economic Interest Form also known as a Form 700, and 2) complete the State Ethics Training Course as required by AB 1234.
6. Advisory body meetings may be held in various locations and some locations may not be accessible by public transportation.
7. Meeting dates and times are subject to change and may occur up to two days per month.
8. Some boards, committees, or commissions may assign members to subcommittees or work groups which may require an additional commitment of time.

# Mark J. Cordone

Alamo CA 94507 -

**Objective** Offer my broad knowledge and experiences of working closely with large institutional retirement Plans to assist Retirement Plan meet fiduciary obligations to its plan participants.

**Experience** Retired, June 2012

**Journeyman Capital Management**, San Francisco CA - President and Co-Founder.

June 2012 to June 2015

- Journeyman is a registered investment advisory firm created to manage union members' tax-qualified assets and assets held within the union and associated entities.

**Janus Capital Group**, Denver CO - Vice President Taft-Hartley Investment Services

April 2002 to June 2012

- Coach/Player of a three-member Institutional sales team. Managed 4 direct reports. Oversee and direct all aspects of institutional business at Janus Capital Group and its three boutique firms: INTECH, Janus, Perkins Investment
- Institutional team added 330 new institutional clients and \$9 billion in assets over a 10-year period. Created over \$25 million annually
- Responsible for bringing in new sales and providing client service to 70+ Institutional Retirement Plans

**Prudential Institutional**, Newark, NJ - Vice President

March 1999 to April 2002

- Responsible for marketing, distributing and servicing to Institutional plans in the Western region.
- Developed and maintained relationships with plan sponsors and key Taft-Hartley consultants within Western region

**Sierra Investment Partners**, Walnut Creek, CA - Vice President

October 1996 to August 1998 at

- Sold 5 new accounts and \$90 million in new sales
- Introduced this start-up investment firm to plan sponsors and investment consultants throughout the Western region

**Investment Performance Services LLC**, Savannah GA - First Vice President

June 1995 to October 1996

- Opened this East coast based firm's first West Coast consulting office
- Succeeded in participating in 10 investment consulting new business finals for Taft-Hartley plans

**Union Labor Life Insurance Co.**, Washington DC - Vice President

May 1989 to June 1995 at

- Ranked number one sales person in 1995-1996 with 12 new clients
- Marketed, distributed and serviced Pension and Health products to Institutional plans throughout Upstate New York region

**Oswego Laborers Local 214 Pension Fund**, Oswego, NY - Fund Administrator

June 1984 to May 1989

- Oversaw all aspects of the Pension Fund and Welfare Fund operations and systems
- Implement, directed and maintained the Fund offices first computer system to track cash flows and benefit contributions by employers and quarterly reporting to trustees

References available on request.