# SUMMARY OF RELEVANT FACTS Town of Longboat Key Police Officers' Retirement System As of March 31, 2015

\$1,602,241.78	
\$1,689,210.15	
\$334,414.05	
\$383,746.15	
\$339,361.71	
\$343,892.88	
	\$4,692,866.72
	\$2,098,504.27
	\$222,324.46
	\$7,013,695.45
	\$1,689,210.15 \$334,414.05 \$383,746.15 \$339,361.71

Distribution by Percentages:	Policy	Current
Equity Breakdown		
-Large Cap. Value	22.50%	22.84%
-Large Cap. Growth	22.50%	24.08%
-Small/Mid Cap. Value	5.00%	4.77%
-Small/Mid Cap. Growth	5.00%	5.47%
-International Value	5.00%	4.84%
-International Growth	<u>5.00%</u>	<u>4.90%</u>
Total Equity	65.00%	66.91%
Fixed	35.00%	29.92%
Cash (Deposit & Disburse. Acc't)	<u>0.00%</u>	<u>3.17%</u>
Total Portfolio	100.00%	100.00%

Other Important Facts: Total Portfolio Total Gain or (Loss) - Gross-of-Fees Total Gain or (Loss) - Net-of-Fees Total Fees		\$7,013,695.45 \$88,705.66 \$81,137.39 (\$7,568.27)			
HGK			Oak Ridge		
Total Assets	100.00%	\$1,602,241.78	•	100.00%	\$383,746.15
Equity	97.85%	\$1,567,834.45		98.96%	\$379,751.37
Cash	2.15%	\$34,407.33		1.04%	\$3,994.78
Fees		(\$1,590.16)			(\$625.96)
Gain or (Loss) - Gross-of-Fees		(\$72,093.74)			\$26,088.83
Gain or (Loss) - Net-of-Fees		(\$73,683.90)			\$25,462.87
Congress			Delaware		
Total Assets	100.00%	\$1,689,210.15		100.00%	\$339,361.71
Equity	98.79%	\$1,668,755.11		97.26%	\$330,071.33
Cash	1.21%	\$20,455.04		2.74%	\$9,290.38
Fees	_	(\$2,010.53)			(\$612.64)
Gain or (Loss) - Gross-of-Fees		\$82,765.52			\$16,070.95
Gain or (Loss) - Net-of-Fees		\$80,754.99			\$15,458.31
GW Capital			Renaissance		
Total Assets	100.00%	\$334,414.05		100.00%	\$343,892.88
Equity	98.79%	\$330,381.11		99.45%	\$342,014.92
Cash	1.21%	\$4,032.94		0.55%	\$1,877.96
Fees	_	(\$632.98)			(\$534.53)
Gain or (Loss) - Gross-of-Fees		(\$740.48)			\$18,664.93
Gain or (Loss) - Net-of-Fees		(\$1,373.46)			\$18,130.40
Madison			Deposit & Disbu	ırsement	
Total Assets	100.00%	\$2,098,504.27	•	100.00%	\$222,324.46
Fixed	96.86%	\$2,032,655.82		0.00%	\$0.00
Cash	3.14%	\$65,848.45		100.00%	\$222,324.46
Fees		(\$1,561.47)			\$0.00
Gain or (Loss) - Gross-of-Fees		\$17,947.23			\$2.42
Gain or (Loss) - Net-of-Fees		\$16,385.76			\$2.42

# Breakdown of Returns Town of Longboat Key Police Officers' Retirement System As of March 31, 2015

EQUITY					
HGK (22.84%)	Your Returns	Your Returns			
Large Cap. Value	Gross-of-Fees	Net-of-Fees	Russ 1000 Value	PSN Money Managers	S&P 500
Quarter	(4.30)	(4.40)	(0.72)	0.25	0.96
Fiscal Year to Date	(1.44)	(1.63)	4.23	4.51	5.94
1 Year	4.58	4.18	9.34	9.56	12.75
3 Year	13.98	13.54	16.44	16.01	16.12
Since 9/30/2011	19.54	19.11	21.63	20.78	21.40
Congress (24.08%)					
Large Cap. Growth			Russ 1000 Growth	PSN Money Managers	
Quarter	5.15	5.02	3.84	3.58	
Fiscal Year to Date	11.22	10.95	8.81	8.67	
1 Year	15.51	15.08	16.10	14.55	
3 Year	14.00	13.47	16.34	16.07	
Since 4/30/2010	13.77	13.20	15.66	NA	
GW Capital (4.77%)					
Small/Mid Cap. Value			Russ 2500 Value	PSN Money Managers	
Quarter	(0.22)	(0.41)	3.02	3.20	
Fiscal Year to Date	2.23	1.84	9.29	11.55	
1 Year	(0.39)	(1.14)	6.60	7.77	
3 Year	12.93	12.07	16.29	15.94	
Since 4/30/2010	12.40	11.60	13.01	NA	
Oak Ridge (5.47%)					
Small/Mid Cap. Growth			Russ 2500 Growth	PSN Money Managers	
Quarter	7.29	7.11	7.44	5.87	
Fiscal Year to Date	14.83	14.43	15.48	14.26	
1 Year	15.61	15.00	13.81	9.74	
3 Year	17.99	17.24	17.90	16.96	
Since 4/30/2010	16.23	15.51	16.46	NA	

Dalamana /4.040/\					
Delaware (4.84%)					
International Value			MSCI EAFE (Net)	MSCI EAFE Value	
Quarter	4.96	4.77	4.88	3.89	
Fiscal Year to Date	1.36	0.99	1.14	NA	
1 Year	0.74	0.00	(0.92)	(2.90)	
3 Year	10.11	9.36	9.03	9.04	
5 Year	7.64	6.92	6.16	5.27	
Since 9/30/2009	6.89	6.24	6.17	4.79	
Since 9/30/2005	5.06		4.24	3.52	
Renaissance (4.9%)					
International Growth			MSCI AC World Ex US		
Quarter	5.73	5.57	3.49		
Fiscal Year to Date	0.69	0.10	(0.53)		
1 Year	0.69	0.05	(1.03)		
3 Year	9.25	8.54	6.41		
Since 4/30/2010	8.23	7.56	5.09		
FIXED INCOME					
Madison (29.92%)			BC Int. Gov/Credit	BC Gov/Credit	90-Day T-Bill
Quarter	0.86	0.79	1.45	1.84	0.01
Fiscal Year to Date	1.45	1.30	2.35	3.43	0.01
1 Year	2.27	1.97	3.58	5.85	0.03
3 Year	1.53	1.23	2.31	3.35	0.05
Since 4/30/2010	2.49	2.17	3.40	4.57	0.07
TOTAL RETURN					
Time-Weighted Return (TWR)			Policy Index	Composite Index	
Quarter	1.30	1.19	2.21	2.18	
Fiscal Year to Date	3.61	3.36	5.06	5.16	
1 Year	6.15	5.71	7.93	8.06	
3 Year	9.71	9.23	10.67	11.20	
5 Year	9.40	8.91	10.03	10.44	
Since 9/30/2009	9.95	9.42	10.51	10.96	
Since 12/31/1999	4.20		4.70		

TOTAL RETURN			
Dollar-Weighted Net (IRR)		Actuarial Rate	CPI +5
Quarter	1.19	1.82	0.99
Fiscal Year to Date	3.36	3.68	1.60
1 Year	5.73	7.50	4.99
3 Year	9.42	7.50	6.00
5 Year	9.06	7.50	6.61
Since 9/30/2009	9.56	7.50	6.58

#### Policy Index Compostion

- 22.5% Russ 1000 Value / 22.5% Russ 1000 Growth / 5% Russ 2500 Value / 5% Russ 2500 Growth / 5% MSCI EAFE (net) / 5% MSCI AC Wd x US (net) / 35% BC Int G/C for periods since 04/30/2010
- 55% S&P 500 / 10 MSCI EAFE (net) / 35 BC Int. G/C for periods from 8/31/2005 to 4/30/2010
- 65% S&P 500 / 35 BC int. G/C for periods prior to 8/31/2005

#### As of March 31, 2015

### Town of Longboat Key Police Officers' Retirement System

GUIDELINES	In C	Compliance
Equity Portfolio		
Listed on recognized exchange		Yes
Single issue not to exceed 10% at market value for		Yes
each equity in each separately managed portfolio		100
Single issue not to exceed 5% at market value for		Yes
the total portfolio		100
Total equity portfolio < 70% & > 60% of total fund		Yes
at market value		
Foreign equities < 25% of total portfolio at market value		Yes
No scrutinized companies (Sudan/Iran) held per		Yes
Protecting Florida's Investments Act requirement		
HGK (22.84%)		
Large Capitalization Value Equity Portfolio		
Market Value < 25% & > 20% of total fund		Yes
Performance (Inception 9/30/2011)	3 years	Since Inception
Rank in the Top 50% of manager universe (3-5 years)	No.	No.
Return > Russell 1000 Value (3-5 years)	No	No
return > reason root value (o o years)	140	140
Congress (24.08%)		
Large Capitalization Growth Equity Portfolio		
Market Value < 25% & > 20% of total fund		Yes
Performance (Inception 4/30/2010)	3 years	Since Inception
Rank in the Top 50% of manager universe (3-5 years)	No.	No
Return > Russell 1000 Growth (3-5 years)	No	No
Return > Russell 1000 Glowth (5-5 years)	NO	NO
GW Capital (4.77%)		
Small/Mid Capitalization Value Equity Portfolio		
Market Value < 7.5% & > 2.5% of total fund		Yes
Performance (Inception 4/30/2010)	3 years	Since Inception
Rank in the Top 50% of manager universe (3-5 years)	No	No
Return > Russell 2500 Value (3-5 years)	No	No
Oak Ridge (5.47%)		
Small/Mid Capitalization Growth Equity Portfolio		
Market Value < 7.5% & > 2.5% of total fund		Yes
Performance (Inception 4/30/2010)	3 years	Since Inception
Rank in the Top 50% of manager universe (3-5 years)	Yes	No
Performance > Russell 2500 Growth (3-5 years)	Yes	No

		AS OI ING	aicii 31, 2013
OBJECTIVES		In Compliance	
		Since Inception	Since Inception
<u>Total Portfolio</u>	3 Years	9/30/09	12/31/1999
Exceed Target Index	No	No	No
Exceed actuarial assumption (7.5%)*	Yes	Yes	N/A
Exceed CPI + 5%*	Yes	Yes	N/A
*Performance based on dollar-weighted net returns.			
·			

#### **Delaware (4.84%)**

Market Value < 7.5% & > 2.5% of total fund	``	res es
Performance (Inception 9/30/2005)	3 years	Since Inception
Return > MSCI EAFE (Net) (3-5 years)	Yes	Yes

#### Renaissance (4.9%)

#### International Growth Equity Portfolio

Market Value < 7.5% & > 2.5% of total fund	١	⁄es
Performance (Inception 4/30/2010)	3 years	Since Inception
Return > MSCI AC World Ex US	Yes	Yes

#### Madison (29.92%)

#### Fixed Income Portfolio

Market Value < 40.0% & > 30.0% of total fund	No (29.92%)	
Performance (Inception 4/30/2010)	3 years	Since Inception
Return > BC Interm. Gov't/Credit (3-5 years)	No	No
U.S. Government / Agency or U.S. Corporations	Yes	
Bonds rated "A" or better	Y	⁄es
Single corporate issuer not exceed 10% of bond portfolio	Yes	

# Graystone Consulting

# QUARTERLY PERFORMANCE EVALUATION

Prepared for:

# Town of Longboat Key Police Officers' Retirement System

As of March 31, 2015

## **Graystone Consulting Tampa**

Charles H. Mulfinger, II, CIMA®

Managing Director

Institutional Consulting Director

David A. Wheeler, CFP®, CIMA®

Senior Vice President

Senior Investment Management Consultant

Scott Owens, CFA®, CIMA®
Institutional Consultant

100 North Tampa Street, Suite 3000 Tampa, FL 33602 800-282-0655, ext. 2061 / 813-227-2061

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#### Introduction

As of 1Q 2015

- Market performance in the first quarter of 2015 has hung on every word and action—or inaction—of the Federal Reserve and its chair, Janet Yellen. From a fundamental standpoint, this year has been similar to last year in that the US economy suffered from a harsh winter, leaving first-quarter real GDP growth below the already anemic 2% trend-line growth in place since the financial crisis. Market volatility was driven by the relentless decline in commodity prices and rise in the US dollar.
- The Dow Jones Industrial Average rose 0.3% in the first quarter. The NASDAQ Composite Index advanced 3.9% for the quarter. The S&P 500 Index rose 1.0% for the quarter, its ninth consecutive quarterly increase.
- Six of the 10 sectors of the S&P 500 Index advanced in the first quarter. Health Care fared the best, with a 6.5% uptick. Consumer Discretionary rose 4.8% and Telecom advanced 1.5%. The laggards were Utilities, which declined 5.2%, Energy, which fell 2.9%, and Financials, which declined 2.1%.
- Morgan Stanley & Co. economists expect U.S. real GDP will be 2.4% in 2014 and 3.3% in 2015. They forecast global GDP growth to be 3.3% in 2014 and 3.5% in 2015.
- Commodities struggled throughout the first quarter; the Bloomberg Commodity Index declined 5.9%. For the quarter, gold was down 0.2%.
- For the first quarter of 2015, global mergers and acquisitions (M&A) deal volume was \$797 billion, compared to \$639 billion for the first quarter of 2014. Global M&A activity increased to \$3.3 trillion in 2014 from \$2.3 trillion in 2013.

Source: FactSet, Bloomberg, Morgan Stanley & Co. Research

#### The US Economy

As of 1Q 2015

The Department of Commerce estimated that Gross Domestic Product increased at an annual rate of 2.2% in the fourth quarter of 2014, in comparison to a 5.0% increase in the third quarter of 2014. Morgan Stanley & Co. economists forecast U.S. Real GDP will be 2.4% in 2014 and 3.3% in 2015.

The seasonally adjusted unemployment rate fell from 5.6% for December 2014 to 5.5% for February 2015. Job gains took place in food services and drinking places, professional and business services, construction, health care, and in transportation and warehousing. The unemployment rate (5.5%) and the number of unemployed persons (8.7 million) decreased in February. The number of long-term unemployed (2.7 million) was little changed in February.

According to the most recent estimate from the Bureau of Economic Analysis, corporate profits fell 1.4% between the fourth quarter of 2014 and the third quarter of 2014, and decreased 0.2% between the fourth quarter of 2013 and the fourth quarter of 2014.

Inflation remained low in the U.S. According to the Bureau of Labor Statistics, the seasonally adjusted Consumer Price Index decreased 0.7% in January and increased 0.2% in February. Morgan Stanley & Co. economists forecast a 1.6% inflation rate for 2014 and -0.3% for 2015.

The Census Bureau reported that private-sector housing starts in February 2015 were at a seasonally adjusted annual rate of 897,000—3.3% below February 2014 housing starts. The rise in housing starts over the past several years indicates that despite some intermittent setbacks, the housing market is rebounding.

The Census Bureau also reported that seasonally adjusted retail and food services sales decreased 0.8% between December 2014 and January 2015, and increased 3.6% between January 2014 and January 2015.

In March, the Institute for Supply Management's Purchasing Managers' Index (PMI), a manufacturing sector index, was 51.5, down 1.4 from February, and down from January's 53.5. The latest PMI data indicates an expansion in the manufacturing sector for 23 consecutive months. Overall, PMI has been above 43 for 71 consecutive months. Generally speaking, a PMI or NMI (ISM Non-Manufacturing Index) over 50 indicates that the sector is expanding and a PMI below 50 but over 43 indicates that the sector is shrinking but the overall economy is expanding.

The NMI rose 0.2 points to 56.7 between December 2014 and January 2015, and rose 0.2 to 56.9 between January and February of 2015. The index has now been above 50 for 60 consecutive months.

Source: FactSet, Bloomberg, Morgan Stanley & Co. Research

#### **US Equity Markets**

As of 1Q 2015

The Dow Jones Industrial Average rose 0.3% in the first quarter. The NASDAQ Composite Index advanced 3.9% for the quarter. The S&P 500 Index rose 1.0% for the quarter, its ninth consecutive quarterly increase.

Six of the 10 sectors of the S&P 500 Index advanced in the first quarter. Health Care fared the best, with a 6.5% uptick. Consumer Discretionary rose 4.8% and Telecom advanced 1.5%. The laggards were Utilities, which declined 5.2%, Energy, which fell 2.9%, and Financials, which declined 2.1%.

Growth-style stocks of large-cap companies rose during the first quarter. The large-cap Russell 1000 Growth Index advanced 3.8%. The Russell 1000 Index, a large-cap index, rose 1.6% for the quarter.

The Russell 1000 Value Index, also a large-cap index, decreased 0.7% for the quarter. The Russell Midcap Growth Index rose 5.4% for the quarter. The Russell Midcap Index increased 4.0% for the quarter. The Russell Midcap Value Index rose 2.4% for the quarter. The Russell 2000 Growth Index, a small-cap index, increased 6.6% for the quarter. The small-cap Russell 2000 Index rose 4.3% for the quarter. The Russell 2000 Value Index, also a small-cap index, increased 2.0% for the quarter.

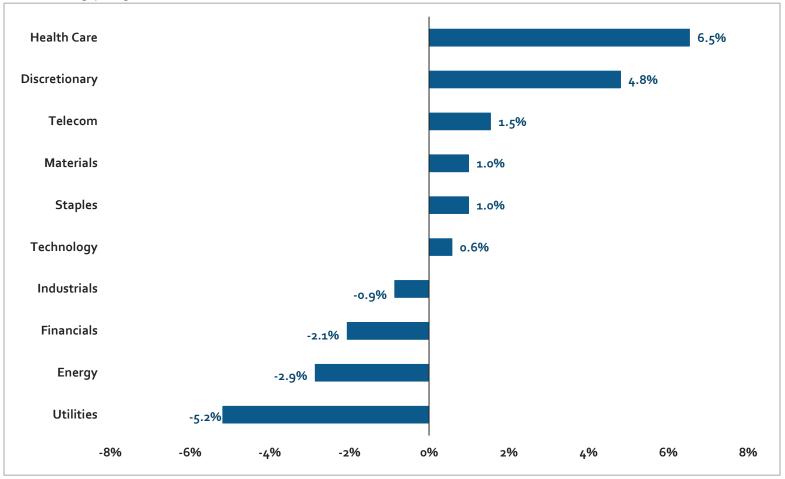
Key US Stock Market Index Returns (%) for the Period Ending 3/31/2015									
INDEX IN USD	I Quarter I 12 Months I		5-Years (Annualized)	7-Years (Annualized					
S&P 500	1.0%	12.7%	14.5%	8.9%					
Dow Jones	0.3%	10.6%	13.2%	8.3%					
Russell 2000	4.3%	8.2%	14.6%	10.5%					
Russell Midcap	4.0%	13.7%	16.1%	11.2%					
Russell 1000	1.6%	12.7%	14.7%	9.3%					

#### Source: FactSet, Bloomberg

# S&P 500 Sectors

### 1Q 2015 Total Return

As of March 31, 2015



#### Source: Bloomberg

### **Global Equity Markets**

As of 1Q 2015

In the first quarter, emerging markets (EM) and global equities had positive results. The MSCI EAFE Index (a benchmark for developed markets) rose 5.0% for U.S.-currency investors and rose 11.0% for local-currency investors, as the U.S. dollar appreciated in relation to the currencies of many nations in the index. In the fourth quarter of 2014, the MSCI EAFE Index fell 3.5% in U.S. dollar terms and rose 1.8% in local currency terms.

For the first quarter, the MSCI Emerging Markets Index increased 2.3% for U.S.-currency investors and rose 4.9% for local-currency investors, as the U.S. dollar appreciated in relation to many emerging-market currencies. In the previous quarter, the MSCI Emerging Markets Index fell 4.4% for U.S.-dollar-based investors and increased 0.1% for local-currency investors.

The MSCI Europe Index increased 3.6% for U.S.-currency investors and 11.7% for local-currency investors during the first quarter of 2015. In the previous quarter, the MSCI Europe Index fell 4.2% for U.S.-dollar-based investors and decreased 0.01% for local-currency investors.

The S&P 500 Index rose 1.0% for the quarter, its ninth consecutive quarterly increase.

More specific emerging economy equity market indices were mixed in the first quarter. The MSCI BRIC (Brazil, Russia, India and China) Index rose 3.6% for the quarter in U.S. dollar terms and advanced 6.7% in terms of local currencies. In comparison, for the first quarter, the MSCI EM Asia Index increased 5.3% in U.S. dollar terms and rose 5.7% in local terms.

Key Global Equity Market Index Returns (%) for the Period Ending 3/31/2015									
INDEX IN USD	Quarter 12 Months		5-Years (Annualized)	7-Years (Annualized)					
MSCI EAFE	5.0%	-0.5%	6.6%	2.0%					
MSCI EAFE Growth	6.0%	1.5%	7.4%	2.4%					
MSCI EAFE Value	4.0%	-2.4%	5.9%	1.6%					
MSCI Europe	3.6%	-4.4%	7.0%	1.5%					
MSCI Japan	10.3%	12.4%	6.1%	2.5%					
S&P 500	1.0%	12.7%	14.5%	8.9%					
MSCI Emerging Markets	2.3%	0.8%	2.1%	1.0%					

Source: FactSet, Bloomberg

#### The US Bond Market

As of 1Q 2015

In the first quarter, bond market returns increased slightly—the Barclays U.S. Aggregate Bond Index, a general measure of the bond market, rose 1.6% for the quarter. Interest rates declined during the first quarter, as the yield on the 10-Year U.S. Treasury note fell to a quarter-end 1.92% from 2.17% at the end of the fourth quarter of 2014.

Also in the first quarter, riskier parts of the bond market such as U.S. High Yield debt registered positive returns. As a result, the Barclays Capital High Yield Index, a measure of lower-rated corporate bonds, increased 2.5% for the quarter.

Investors were positive on mortgage-backed securities in the first quarter. Consequently, the Barclays Capital Mortgage Backed Index rose 1.1% for the quarter. During the first quarter, investors held steady in the municipal bond market. As a result, the Barclays Capital Muni Index rose 1.0% for the quarter.

Key US Bond Market Index Returns (%) for the Period Ending 3/31/2015										
INDEX IN USD	Quarter 12 Months		5-Years (Annualized)	7-Years (Annualized)						
Barclays Capital US Aggregate	1.6%	5.7%	4.4%	4.7%						
Barclays Capital High Yield	2.5%	2.0%	8.6%	9.6%						
Barclays Capital Government/Credit	1.9%	5.8%	4.7%	4.7%						
Barclays Capital Government	1.6%	5.4%	4.0%	3.7%						
Barclays Capital Intermediate Govt/Credit	1.5%	3.6%	3.5%	3.8%						
Barclays Capital Long Govt/Credit	3.4%	15.7%	10.2%	8.8%						
Barclays Capital Mortgage Backed Securities	1.1%	5.5%	3.6%	4.5%						
Barclays Capital Muni	1.0%	6.6%	5.1%	5.3%						

Source: FactSet, Bloomberg, Morgan Stanley & Co. Research

# Asset Allocation Models & Insurance Products Disclosures

#### GLOBAL INVESTMENT COMMITTEE (GIC) ASSET ALLOCATION MODELS

The Asset Allocation Models are created by Morgan Stanley Wealth Management's GIC.

#### CLIENTS TO CONSIDER THEIR OWN INVESTMENT NEEDS

The GIC Asset Allocation Models are formulated based on general client characteristics such as investable assets and risk tolerance. This report is not intended to be a client-specific suitability analysis or recommendation, or offer to participate in any investment. Therefore, do not use this report as the sole basis for investment decisions.

Clients should consider all relevant information, including their existing portfolio, investment objectives, risk tolerance, liquidity needs and investment time horizon. Such a suitability determination may lead to asset allocation(s) results that are materially different from the asset allocation shown in this report. Clients should talk to their Financial Advisor about what would be a suitable asset allocation for them.

#### HYPOTHETICAL MODEL PERFORMANCE (GROSS)

Hypothetical model performance results do not reflect the investment or performance of an actual portfolio following a GIC Strategy, but simply reflect actual historical performance of selected indices on a real-time basis over the specified period of time representing the GIC's strategic and tactical allocations as of the date of this report. The past performance shown here is simulated performance based on benchmark indices, not investment results from an actual portfolio or actual trading. There can be large differences between hypothetical and actual performance results achieved by a particular asset allocation or trading strategy. Hypothetical performance results do not represent actual trading and are generally designed with the benefit of hindsight.

Actual performance results of accounts vary due to, for example, market factors (such as liquidity) and client-specific factors (such as investment vehicle selection, timing of contributions and withdrawals, restrictions and rebalancing schedules). Clients would not necessarily have obtained the performance results shown here if they had invested in accordance with any GIC Asset Allocation Model for the periods indicated.

Despite the limitations of hypothetical performance, these hypothetical performance results allow clients and Financial Advisors to obtain a sense of the risk/return trade-off of different asset allocation constructs. The hypothetical performance results in this report are calculated using the returns of benchmark indices for the asset classes, and not the returns of securities, fund or other investment products.

Performance of indices may be more or less volatile than any investment product. The risk of loss in value of a specific investment is not the same as the risk of loss in a broad market index. Therefore, the historical returns of an index will not be the same as the historical returns of a particular investment a client selects.

Models may contain allocations to Hedge Funds, Private Equity and Private Real Estate. The benchmark indices for these asset classes are not issued on a daily basis. When calculating model performance on a day for which no benchmark index data is issued, we have assumed straight line growth between the index levels issued before and after that date.

Fees reduce the performance of actual accounts None of the fees or other expenses (e.g. commissions, mark-ups, mark-downs, fees) associated with actual trading or accounts are reflected in the GIC Asset Allocation Models. The GIC Asset Allocation Models and any model performance included in this presentation are intended as educational materials. Were a client to use these models in connection with investing, any investment decisions made would be subject to transaction and other costs which, when compounded over a period of years, would decrease returns. Information regarding Morgan Stanley's standard advisory fees is available in the Form ADV Part 2, which is available at www.morganstanley.com/adv. The following hypothetical illustrates the compound effect fees have on investment returns: For example, if a portfolio's annual rate of return is 15% for 5 years and the account pays 50 basis points in fees per annum, the gross cumulative five-year return would be 101.1% and the five-year return net of fees would be 96.8%. Fees and/or expenses would apply to clients who invest in investments in an account based on these asset allocations, and would reduce clients' returns. The impact of fees and/or expenses can be material.

#### INSURANCE PRODUCTS AND ETF DISCLOSURES

Morgan Stanley Smith Barney LLC offers insurance products in conjunction with its licensed insurance agency affiliates.

An investment in an **exchange-traded fund** involves risks similar to those of investing in a broadly based portfolio of equity securities traded on an exchange in the relevant securities market, such as market fluctuations caused by such factors as economic and political developments, changes in interest rates and perceived trends in stock and bond prices.

Variable annuities, mutual funds and ETFs are sold by prospectus only. The prospectus contains the investment objectives, risks, fees, charges and expenses, and other information regarding the variable annuity contract and the underlying investments, or the ETF, which should be considered carefully before investing. Prospectuses for both the variable annuity contract and the underlying investments, or the ETF, are available from your Financial Advisor. Please read the prospectus carefully before you invest.

Variable annuities are long-term investments designed for retirement purposes and may be subject to market fluctuations, investment risk, and possible loss of principal. All guarantees, including optional benefits, are based on the financial strength and claims-paying ability of the issuing insurance company and do not apply to the underlying investment options.

Optional riders may not be able to be purchased in combination and are available at an additional cost. Some optional riders must be elected at time of purchase. Optional riders may be subject to specific limitations, restrictions, holding periods, costs, and expenses as specified by the insurance company in the annuity contract.

If you are investing in a **variable annuity** through a tax-advantaged retirement plan such as an IRA, you will get no additional tax advantage from the variable annuity. Under these circumstances, you should only consider buying a variable annuity because of its other features, such as lifetime income payments and death benefits protection.

Taxable distributions (and certain deemed distributions) are subject to ordinary income tax and, if taken prior to age 59½, may be subject to a 10% federal income tax penalty. Early withdrawals will reduce the death benefit and cash surrender value.

# **Asset Class Risk Considerations**

#### For index definitions to the indices referenced in this report please visit the following: http://www.morganstanleyfa.com/public/projectfiles/id.pdf

Equity securities may fluctuate in response to news on companies, industries, market conditions and general economic environment.

**Investing in foreign markets** entails risks not typically associated with domestic markets, such as currency fluctuations and controls, restrictions on foreign investments, less governmental supervision and regulation, and the potential for political instability. These risks may be magnified in countries with **emerging markets and frontier markets**, since these countries may have relatively unstable governments and less established markets and economies.

Investing in small- to medium-sized companies entails special risks, such as limited product lines, markets and financial resources, and greater volatility than securities of larger, more established companies.

The value of **fixed income securities** will fluctuate and, upon a sale, may be worth more or less than their original cost or maturity value. Bonds are subject to interest rate risk, call risk, reinvestment risk, liquidity risk, and credit risk of the issuer.

High yield bonds (bonds rated below investment grade) may have speculative characteristics and present significant risks beyond those of other securities, including greater credit risk, price volatility, and limited liquidity in the secondary market. High yield bonds should comprise only a limited portion of a balanced portfolio.

Interest on municipal bonds is generally exempt from federal income tax; however, some bonds may be subject to the alternative minimum tax (AMT). Typically, state tax-exemption applies if securities are issued within one's state of residence and, if applicable, local tax-exemption applies if securities are issued within one's city of residence.

Treasury Inflation Protection Securities' (TIPS) coupon payments and underlying principal are automatically increased to compensate for inflation by tracking the consumer price index (CPI). While the real rate of return is guaranteed, TIPS tend to offer a low return. Because the return of TIPS is linked to inflation, TIPS may significantly underperform versus conventional U.S. Treasuries in times of low inflation.

Alternative investments may be either traditional alternative investment vehicles, such as hedge funds, fund of hedge funds, private equity, private real estate and managed futures or, non-traditional products such as mutual funds and exchange-traded funds that also seek alternative-like exposure but have significant differences from traditional alternative investments. The risks of traditional alternative investments may include: can be highly illiquid, speculative and not suitable for all investors, loss of all or a substantial portion of the investment due to leveraging, short-selling, or other speculative practices, volatility of returns, restrictions on transferring interests in a fund, potential lack of diversification and resulting higher risk due to concentration of trading authority when a single advisor is utilized, absence of information regarding valuations and pricing, complex tax structures and delays in tax reporting, less regulation and higher fees than open-end mutual funds, and risks associated with the operations, personnel and processes of the manager. Non-traditional alternative strategy products may employ various investment strategies and techniques for both hedging and more speculative purposes such as short-selling, leverage, derivatives and options, which can increase volatility and the risk of investment loss. Master Limited Partnerships (MLPs) Individual MLPs are publicly traded partnerships that have unique risks related to their structure. These include, but are not limited to, their reliance on the capital markets to fund growth, adverse ruling on the current tax treatment of distributions (typically mostly tax deferred), and commodity volume risk. The potential tax benefits from investing in MLPs depend on their being treated as partnerships for federal income tax purposes and, if the MLP is deemed to be a corporation, then its income would be subject to federal taxation at the entity level, reducing the amount of cash available for distribution to the fund which could result in a reduction of the fund's value. MLPs carry interest rate risk and may underperform in a rising interest rate environment. Investing in commodities entails significant risks. Commodity prices may be affected by a variety of factors at any time, including but not limited to, (i) changes in supply and demand relationships, (ii) governmental programs and policies, (iii) national and international political and economic events, war and terrorist events, (iv) changes in interest and exchange rates, (v) trading activities in commodities and related contracts, (vi) pestilence, technological change and weather, and (vii) the price volatility of a commodity. In addition, the commodities markets are subject to temporary distortions or other disruptions due to various factors, including lack of liquidity, participation of speculators and government intervention. Physical precious metals are non-regulated products. Precious metals are speculative investments, which may experience short-term and long term price volatility. The value of precious metals investments may fluctuate and may appreciate or decline, depending on market conditions. Unlike bonds and stocks, precious metals do not make interest or dividend payments. Therefore, precious metals may not be suitable for investors who require current income. Precious metals are commodities that should be safely stored, which may impose additional costs on the investor. REITs investing risks are similar to those associated with direct investments in real estate: property value fluctuations, lack of liquidity, limited diversification and sensitivity to economic factors such as interest rate changes and market recessions.

Risks of private real estate include: illiquidity; a long-term investment horizon with a limited or nonexistent secondary market; lack of transparency; volatility (risk of loss); and leverage.

Principal is returned on a monthly basis over the life of a mortgage-backed security. Principal prepayment can significantly affect the monthly income stream and the maturity of any type of MBS, including standard MBS, CMOs and Lottery Bonds.

**Asset-backed securities** generally decrease in value as a result of interest rate increases, but may benefit less than other fixed-income securities from declining interest rates, principally because of prepayments.

Floating-rate securities The initial interest rate on a floating-rate security may be lower than that of a fixed-rate security of the same maturity because investors expect to receive additional income due to future increases in the floating security's underlying reference rate. The reference rate could be an index or an interest rate. However, there can be no assurance that the reference rate will increase. Some floating-rate securities may be subject to call risk.

# Asset Class Risk Considerations (cont'd)

Yields are subject to change with economic conditions. Yield is only one factor that should be considered when making an investment decision.

Credit ratings are subject to change.

Companies paying dividends can reduce or cut payouts at any time.

Asset allocation and diversification do not assure a profit or protect against loss in declining financial markets.

The indices are unmanaged. An investor cannot invest directly in an index. They are shown for illustrative purposes only and do not represent the performance of any specific investment.

The indices selected by Morgan Stanley Wealth Management to measure performance are representative of broad asset classes. Morgan Stanley Wealth Management retains the right to change representative indices at any time.

Because of their narrow focus, sector investments tend to be more volatile than investments that diversify across many sectors and companies.

**Growth investing** does not guarantee a profit or eliminate risk. The stocks of these companies can have relatively high valuations. Because of these high valuations, an investment in a growth stock can be more risky than an investment in a company with more modest growth expectations.

Value investing does not guarantee a profit or eliminate risk. Not all companies whose stocks are considered to be value stocks are able to turn their business around or successfully employ corrective strategies which would result in stock prices that do not rise as initially expected.

**Rebalancing** does not protect against a loss in declining financial markets. There may be a potential tax implication with a rebalancing strategy. Investors should consult with their tax advisor before implementing such a strategy.

**Duration**, the most commonly used measure of bond risk, quantifies the effect of changes in interest rates on the price of a bond or bond portfolio. The longer the duration, the more sensitive the bond or portfolio would be to changes in interest rates.

Besides the general risk of holding securities that may decline in value, **closed-end funds** may have additional risks related to declining market prices relative to net asset values (NAVs), active manager underperformance, and potential leverage. Some funds also invest in foreign securities, which may involve currency risk.

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The securities/instruments discussed in this material may not be suitable for all investors. The appropriateness of a particular investment or strategy will depend on an investor's individual circumstances and objectives. Morgan Stanley Wealth Management recommends that investors independently evaluate specific investments and strategies, and encourages investors to seek the advice of a financial advisor.

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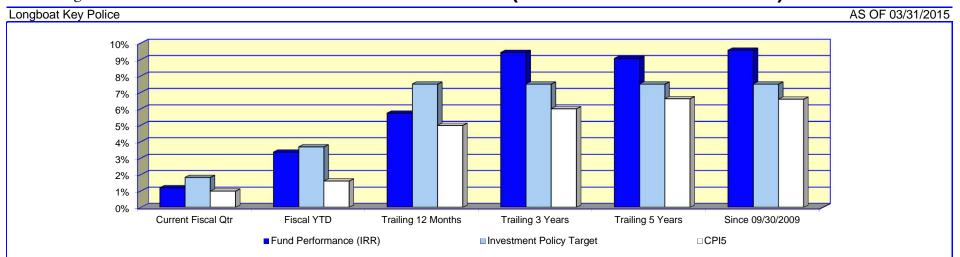
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# **INVESTMENT POLICY MONITOR (DOLLAR WEIGHTED IRR)**



Asset Class Investment Manager	Current Fiscal Qtr	Fiscal YTD	Trailing 12 Months	Trailing 3 Years	Trailing 5 Years	Since 09/30/2009
Fund Performance (IRR)	1.19	3.36	5.73	9.42	9.06	9.56
Investment Policy Objectives						
Investment Policy Target	1.82	3.68	7.50	7.50	7.50	7.50
CPI5	0.99	1.60	4.99	6.00	6.61	6.58

#### Investment Policy Objective

Primary investment emphasis must be placed upon the consistent protection of the funds and growth performance.

#### Dollar-Weighted Returns

(Internal Rate of Return)

The investment policy monitor is calculated on a dollar-weighted basis, accounting for deposits and cash flows upon receipt. The dollar-weighted or "internal rate of return - IRR" is the actual rate earned by the Fund. The dollar-weighted return is the appropriate measurement to evaluate the fund's performance in relation to the statement of investment policy and guidelines.

Graystone Consulting<sup>sM</sup>

# **INVESTMENT PERFORMANCE SUMMARY (TIME WEIGHTED)**

Investment Returns are Annualized and Time Weighted (%)	Current Fiscal Qtr	Fiscal YTD	Trailing 12 Months	Trailing 3 Years	Trailing 5 Years	Since 09/30/2009	Since Inc Period End	Account Number
TOTAL FUND Composite	<b>+1.30</b> +2.18	<b>+3.61</b> +5.16	<b>+6.15</b> +8.06	<b>+9.71</b> +11.20	<b>+9.40</b> +10.44	<b>+9.95</b> +10.96	09/30/2009	
Equity Investments								
HGK - Large Cap Value Russell 1000 VI	-4.30 -0.72	-1.44 4.23	4.58 9.34	13.98 16.44	N/A	19.54 21.63	09/30/2011	001-073439
Congress Asset Management Russell 1000 Gr	5.15 3.84	11.22 8.81	15.51 16.10	14.00 16.34	13.80 15.64	14.94 16.68	09/30/2009	001-068204
GW Capital Inc Russell 2500 VI	-0.22 3.02	2.23 9.29	-0.39 6.60	12.93 16.29	12.69 14.06	14.22 15.55	09/30/2009	001-068198
Oak Ridge Investment Inc Russell 2500 Gr	7.29 7.44	14.83 15.48	15.61 13.81	17.99 17.90	N/A	16.23 16.46	04/30/2010	001-068264
International Equity								
Delaware Investments MSCI EAFE Net	4.96 4.88	1.36 1.14	0.74 -0.92	10.11 9.03	7.64 6.16	6.88 6.17	09/30/2009	001-068200
Renaissance Investment Management MSCI AC WId xUS Nt	5.73 3.49	0.42 -0.53	0.69 -1.03	9.25 6.41	N/A	8.23 5.09	04/30/2010	001-068263
Fixed Income Investments								
Madison Investment Advisors LLC BC Gov/Cr Intm	0.86 1.45	1.45 2.35	2.27 3.58	1.53 2.31	2.55 3.52	2.75 3.54	09/30/2009	001-068205

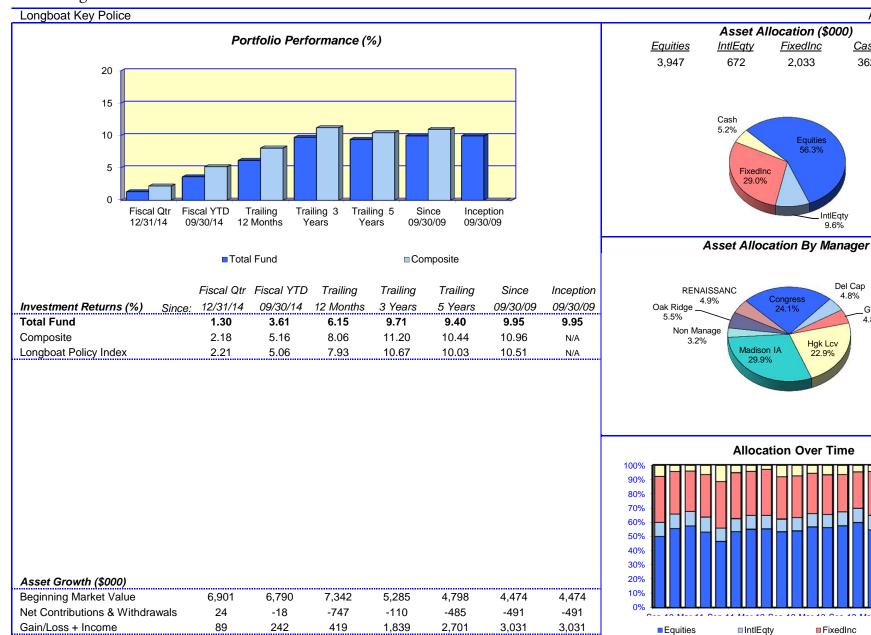
Graystone Consulting<sup>sM</sup>

# **INVESTMENT PERFORMANCE SUMMARY (DOLLAR WEIGHTED)**

Investment Returns are <u>Annualized and Dollar Weighted (%)</u>	Current Fiscal Qtr	Fiscal YTD	Trailing 12 Months	Trailing 3 Years	Trailing 5 Years	Since 09/30/2009	Since Inc Period End	Account Number
Total Fund	1.19	3.36	5.73	9.42	9.06	9.56	09/30/2009	
Equity Investments								
HGK - Large Cap Value	-4.46	-1.59	4.59	14.36	N/A	19.76	09/30/2011	001-073439
Congress Asset Management	5.09	10.99	14.88	13.60	14.48	15.11	09/30/2009	001-068204
GW Capital Inc	-0.41	1.87	-0.96	13.36	11.75	15.13	09/30/2009	001-068198
Oak Ridge Investment Inc	7.21	14.53	14.68	17.44	N/A	14.82	04/30/2010	001-068264
International Equity								
Delaware Investments	4.84	0.98	0.16	9.80	7.24	6.01	09/30/2009	001-068200
Renaissance Investment Management	5.64	0.09	0.28	9.01	N/A	7.92	04/30/2010	001-068263
Fixed Income Investments								
Madison Investment Advisors LLC	0.80	1.31	1.98	1.25	2.11	2.34	09/30/2009	001-068205

# Graystone Consulting<sup>™</sup>

### **TOTAL FUND**



**Ending Market Value** Report Created: 5/19/2015

7,014

7,014

7,014

7,014

7,014

7,014

7,014

Cash

AS OF 03/31/2015

<u>Total</u>

7,014

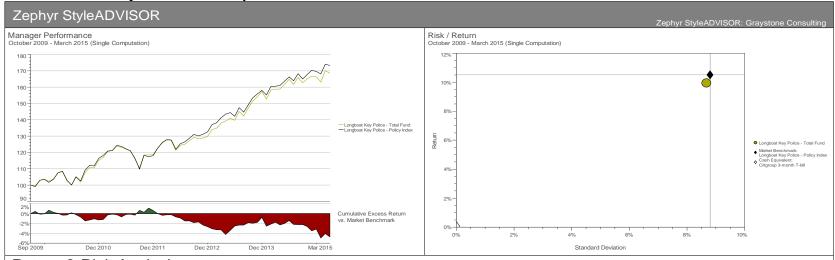
Cash

362

GWI

4.8%

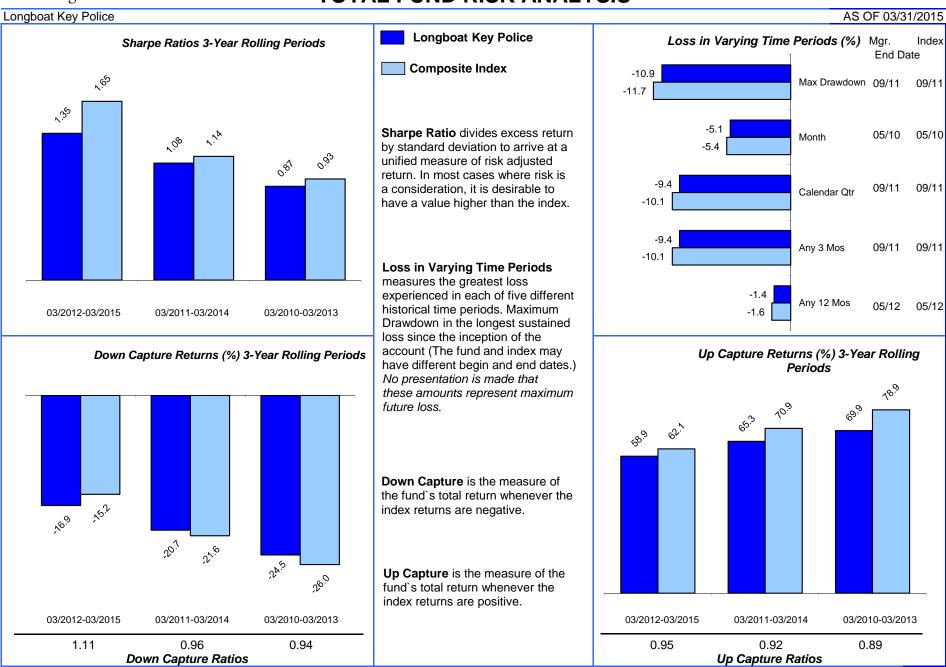
Risk/ Return Analysis - Since Inception



Return & Risk Analysis
October 2009 - March 2015: Summary Statistics

	Return	Excess Return vs. Market	Standard Deviation	Beta vs. Market	Maximum Drawdown	Up Capture vs. Market	Down Capture vs. Market	Alpha vs. Market	Sharpe Ratio	R-Squared vs. Market
Longboat Key Police - Total Fund	9.95%	-0.56%	8.67%	0.97	-10.93%	96.59%	99.70%	-0.21%	1.14	97.03%
Longboat Key Police - Policy Index	10.51%	0.00%	8.80%	1.00	-11.63%	100.00%	100.00%	0.00%	1.19	100.00%

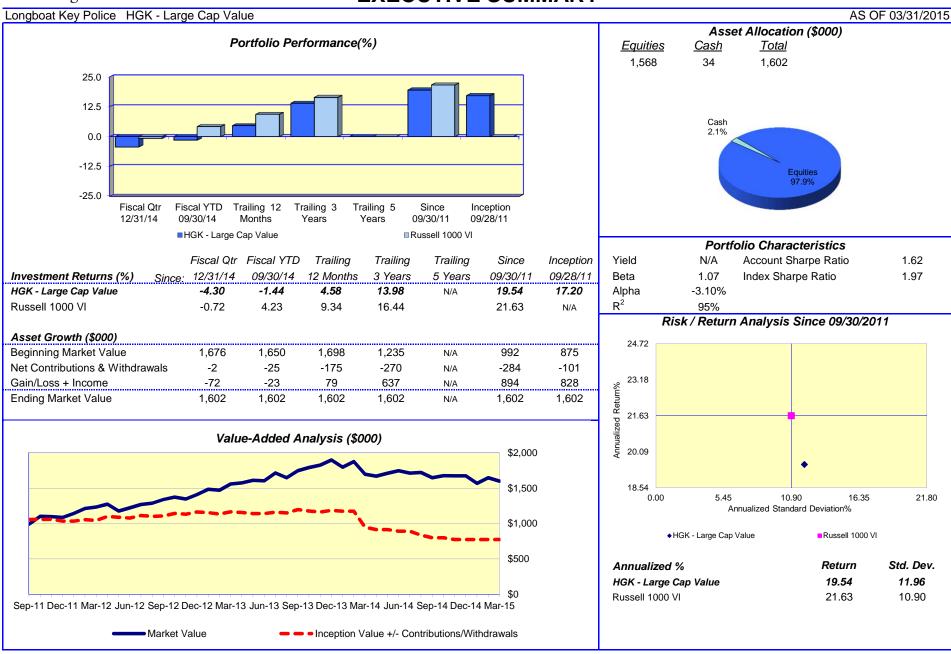
## **TOTAL FUND RISK ANALYSIS**



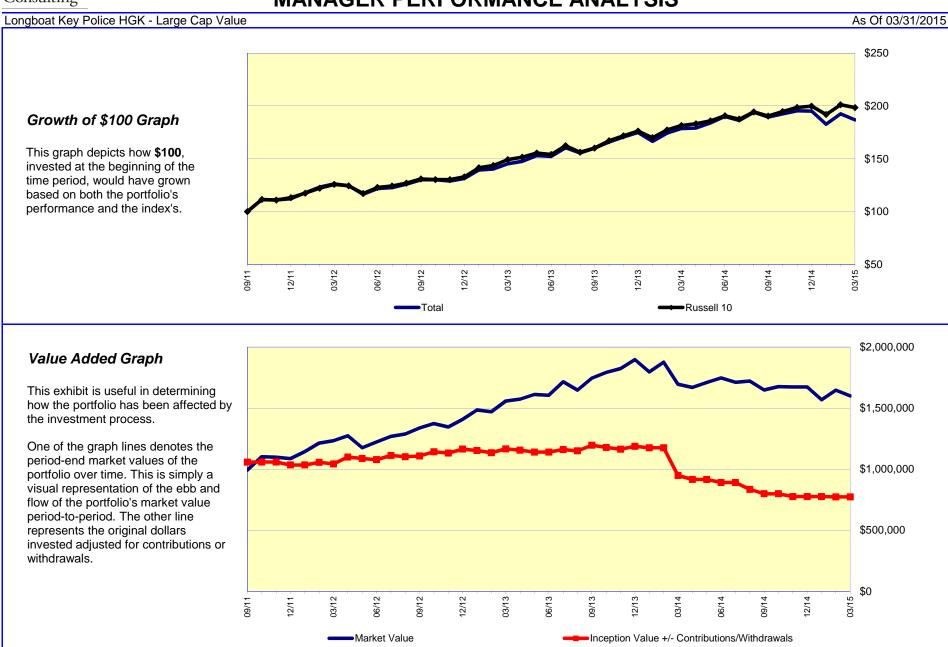
Report Created: 5/19/2015

Please refer to the attached Disclosures for important information.

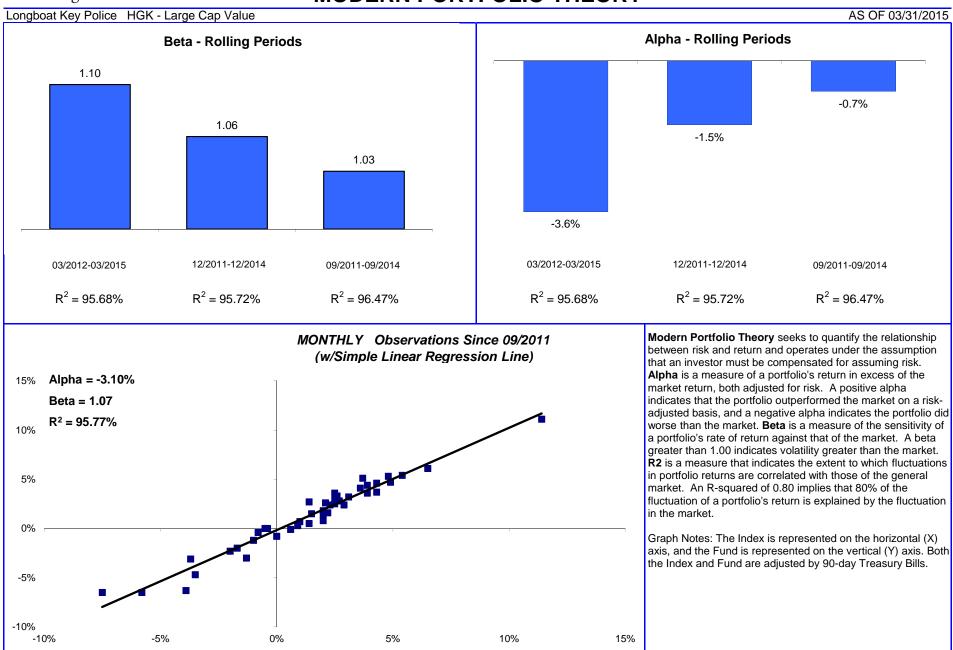
### **EXECUTIVE SUMMARY**



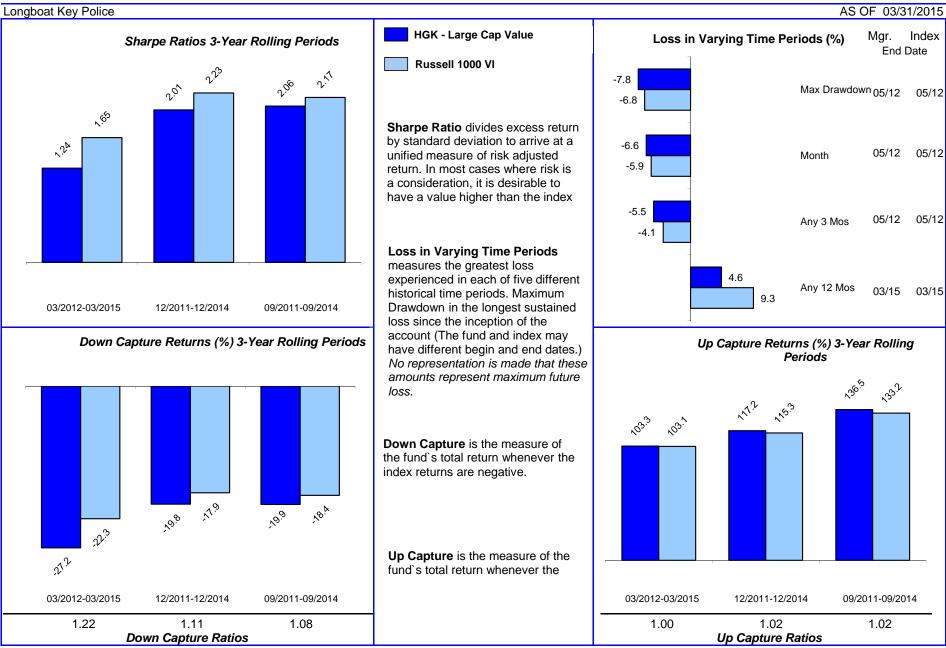
# MANAGER PERFORMANCE ANALYSIS



### MODERN PORTFOLIO THEORY



### MANAGER RISK ANALYSIS



# **Town of Longboat Key Police - HGK**

Composition		
Summary	LONGBOAT KEY P - HGK	RU1000-V
No of Securities	48	700
% Bmrk Holdings	94.14	100.00
% Active Share	74.56	0.00
% Top 25 Holdings	58.85	40.52
% Top 15 Holdings	37.32	30.96

Sector Allocation		
Sector Name	LONGBOAT KEY P - HGK	RU1000-V
Energy	13.09	10.88
Materials	5.97	3.05
Industrials	12.09	10.19
Consumer Discretionary	9.12	6.94
Consumer Staples	6.51	7.18
Health Care	9.78	14.73
Financials	23.24	29.81
Information Technology	9.91	8.98
Telecomm Service	2.24	2.07
Utilities	5.90	6.18
N/A	2.15	

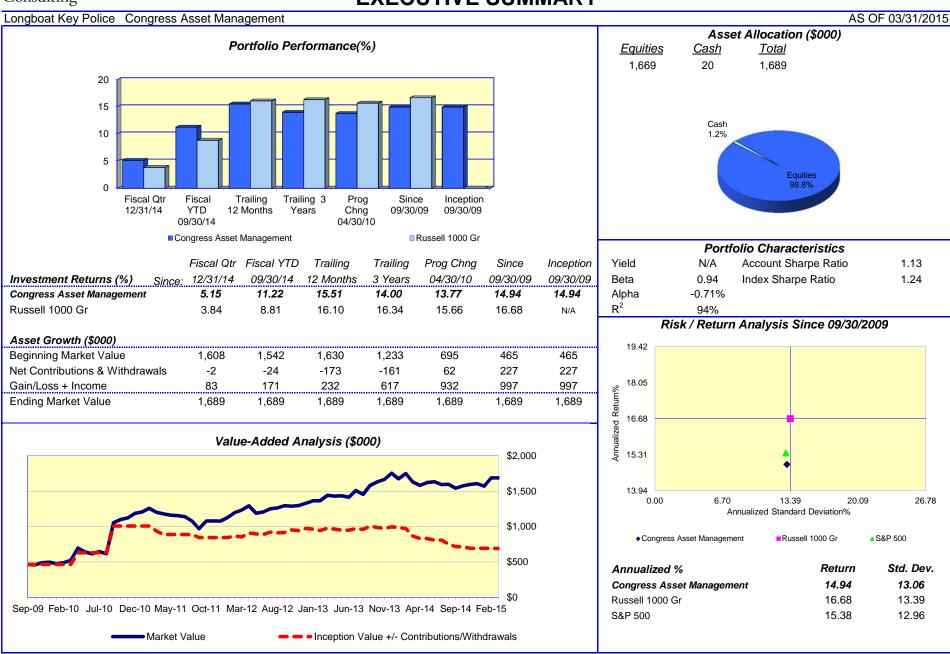
Characteristics		
	LONGBOAT KEY P -	
Characteristic	HGK	RU1000-V
Market Cap - Weighted Median	31,977,822,206.60	54,838,365,112.81
Price / Book	1.71	1.82
P/E NTM	14.74	16.06
Dividend Yield	2.78	2.40
EPS Growth NTM	-6.40	1.88
Ret Eq	16.77	13.50

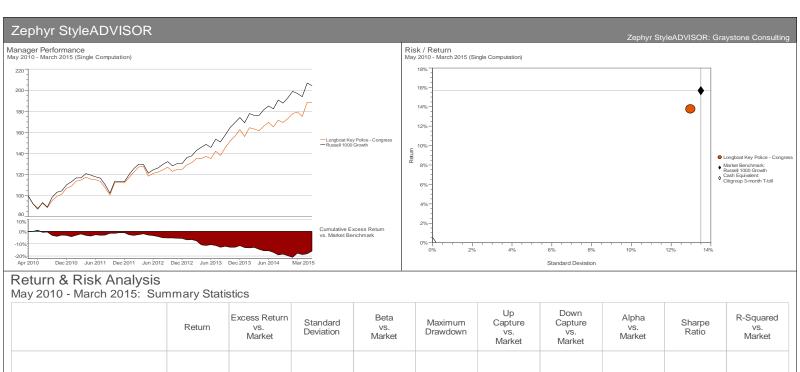
<b>Top Equity Holdings</b>	
	LONGBOAT KEY P -
Name	HGK
JPMORGAN CHASE & CO	2.97
JOHNSON & JOHNSON	2.80
CHEVRON CORP	2.72
STATE STREET CORP	2.71
ELI LILLY AND CO	2.52
	Total: 13 73

#### Disclaimer

This analysis is based upon information supplied by the Client or its custodian and software developed by Thomson Portfolio Analytics. The underlying data is believed to be reliable but accuracy and completeness cannot be assured. While the characteristics described in this report are believed to accurately reflect the overall nature of the portfolio, all of the constituent securities may not have been considered. This evaluation is for informational purposes only and is not intended to be an offer, solicitation or recommendation with respect to the purchase or sale of any security or a recommendation of the services of any money management organization. Past results are not necessarily indicative of future performance.

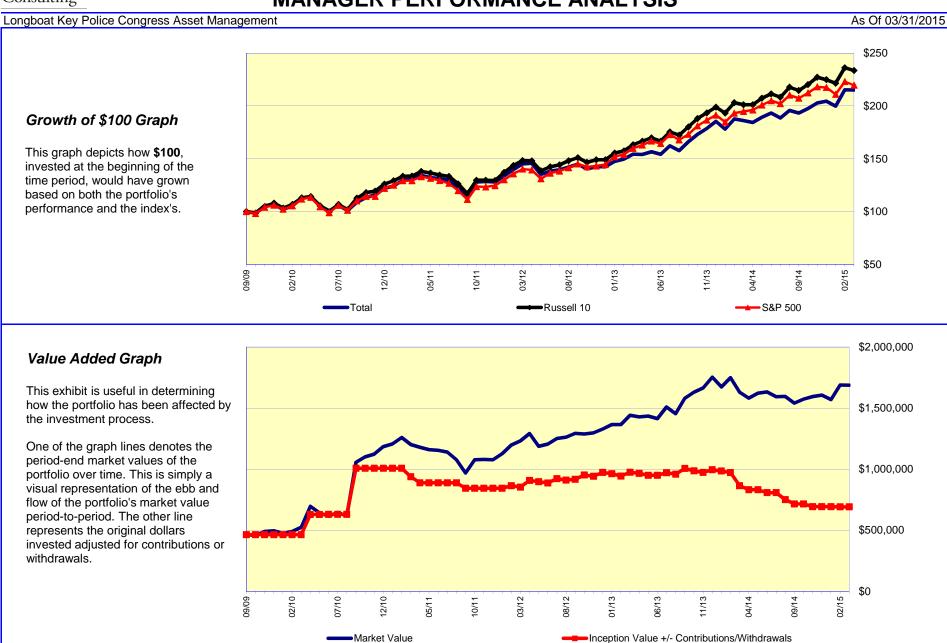
## **EXECUTIVE SUMMARY**



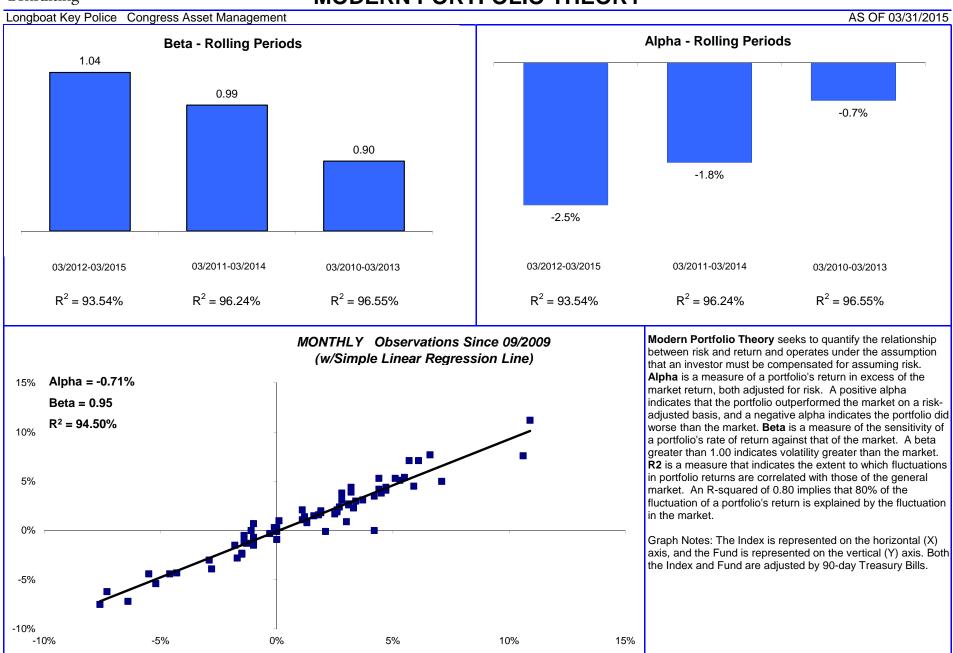


May 2010 - March 2015: Summary Statistics										
	Return	Excess Return vs. Market	Standard Deviation	Beta vs. Market	Maximum Drawdown	Up Capture vs. Market	Down Capture vs. Market	Alpha vs. Market	Sharpe Ratio	R-Squared vs. Market
Longboat Key Police - Congress	13.77%	-1.89%	12.97%	0.94	-14.31%	90.68%	97.17%	-0.73%	1.06	94.81%
Russell 1000 Growth	15.66%	0.00%	13.50%	1.00	-15.31%	100.00%	100.00%	0.00%	1.15	100.00%

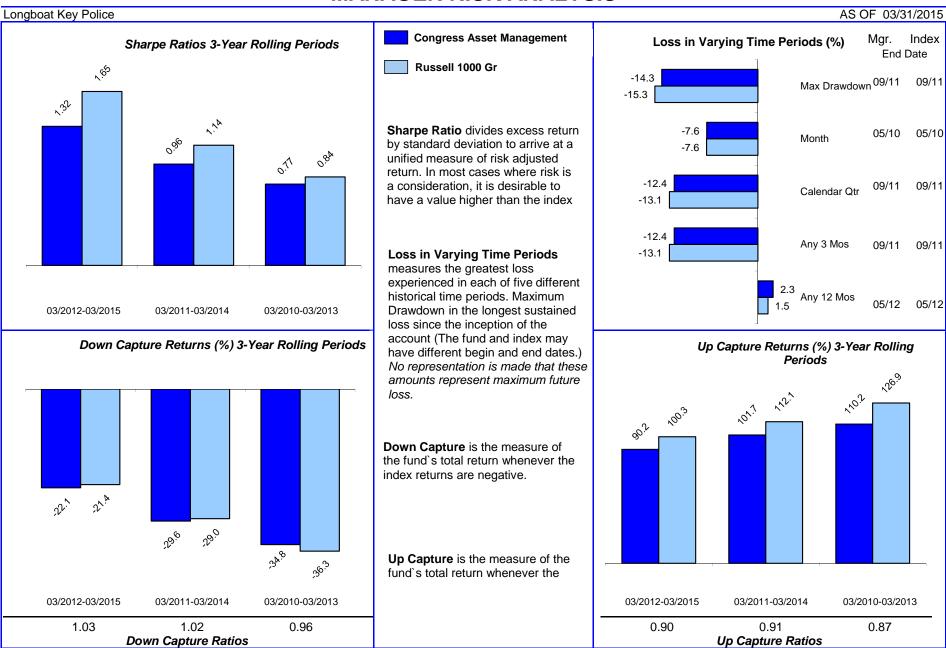
# MANAGER PERFORMANCE ANALYSIS



### MODERN PORTFOLIO THEORY



## **MANAGER RISK ANALYSIS**



# **Town of Longboat Key Police - Congress**

Composition						
Summary	LONGBOAT KEY P - CON	RU1000-G				
No of Securities	40	679				
% Bmrk Holdings	87.91	100.00				
% Active Share	80.64	0.00				
% Top 25 Holdings	70.83	37.06				
% Top 15 Holdings	45.07	27.11				

Sector Allocation						
Sector Name	LONGBOAT KEY P - CON	RU1000-G				
Energy	2.14	4.49				
Materials	4.75	3.94				
Industrials	13.35	11.85				
Consumer Discretionary	15.27	18.82				
Consumer Staples	10.20	10.58				
Health Care	20.60	14.31				
Financials	7.98	5.22				
Information Technology	24.44	28.55				
Telecomm Service		2.16				
Utilities		0.09				
N/A	1.27					

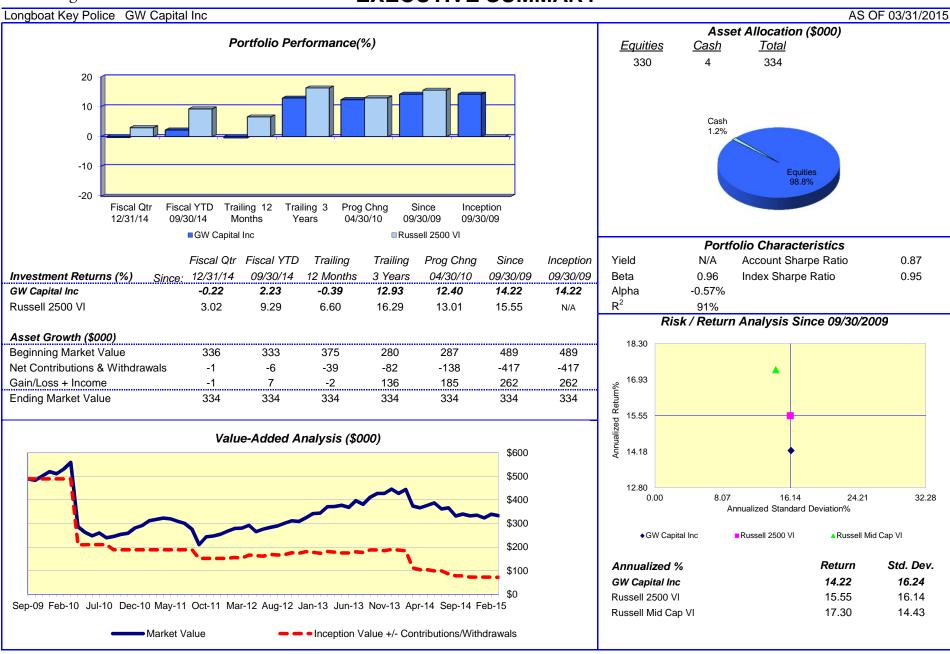
Characteristics						
	LONGBOAT KEY P -					
Characteristic	CON	RU1000-G				
Market Cap - Weighted Median	48,213,216,150.86	63,001,729,057.39				
Price / Book	4.58	5.41				
P/E NTM	21.63	18.75				
Dividend Yield	1.29	1.51				
EPS Growth NTM	9.79	9.63				
Ret Eq	25.12	35.19				

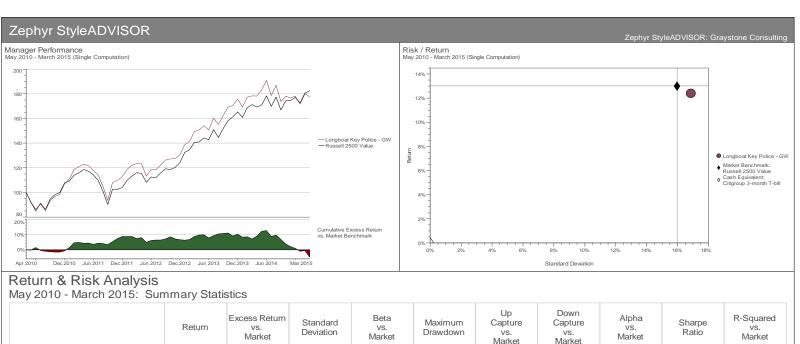
Top Equity Holdings					
	LONGBOAT KEY P -				
Name	CON				
AMERISOURCEBERGEN CORP	3.54				
UNITEDHEALTH GROUP INC	3.31				
BIOGEN INC	3.29				
FORTINET INC	3.26				
APPLE INC	3.10				
	Total: 16.50				

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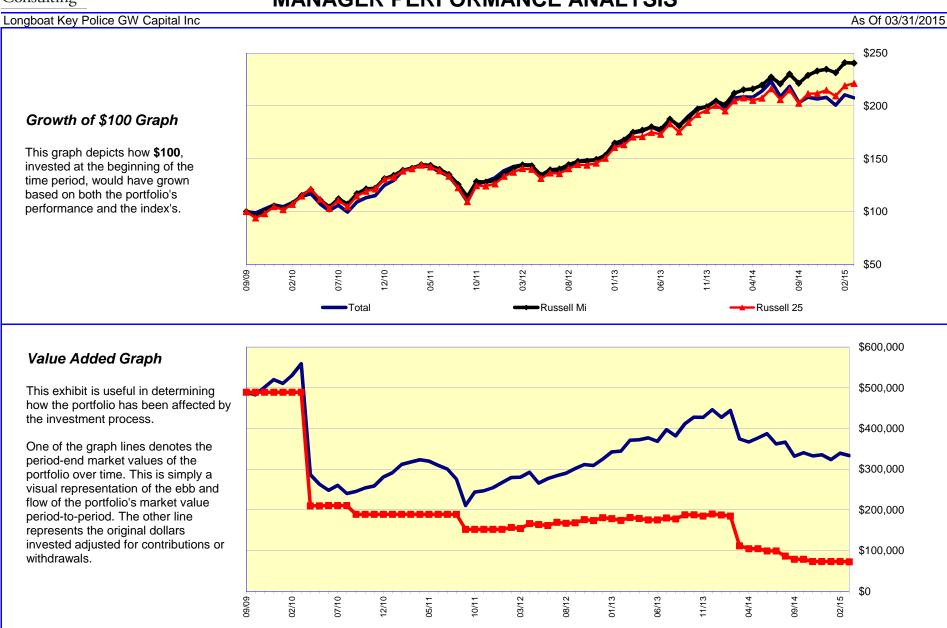
### **EXECUTIVE SUMMARY**





May 2010 - March 2015: Summary Statistics										
	Return	Excess Return vs. Market	Standard Deviation	Beta vs. Market	Maximum Drawdown	Up Capture vs. Market	Down Capture vs. Market	Alpha vs. Market	Sharpe Ratio	R-Squared vs. Market
Longboat Key Police - GW	12.40%	-0.61%	16.86%	1.03	-23.95%	99.18%	101.67%	-0.79%	0.73	94.88%
Russell 2500 Value	13.01%	0.00%	15.96%	1.00	-24.03%	100.00%	100.00%	0.00%	0.81	100.00%

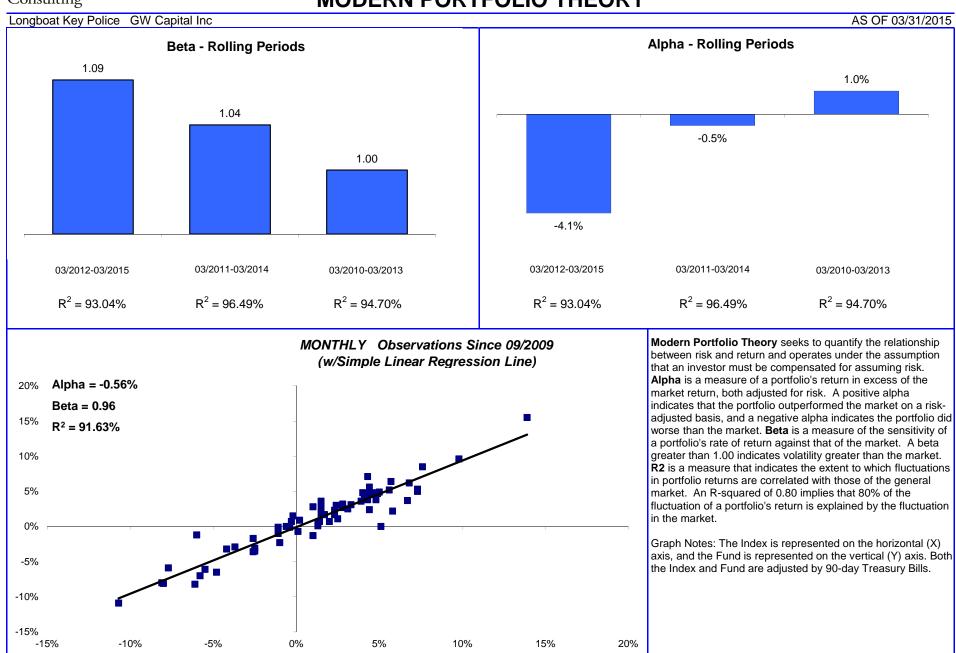
# MANAGER PERFORMANCE ANALYSIS

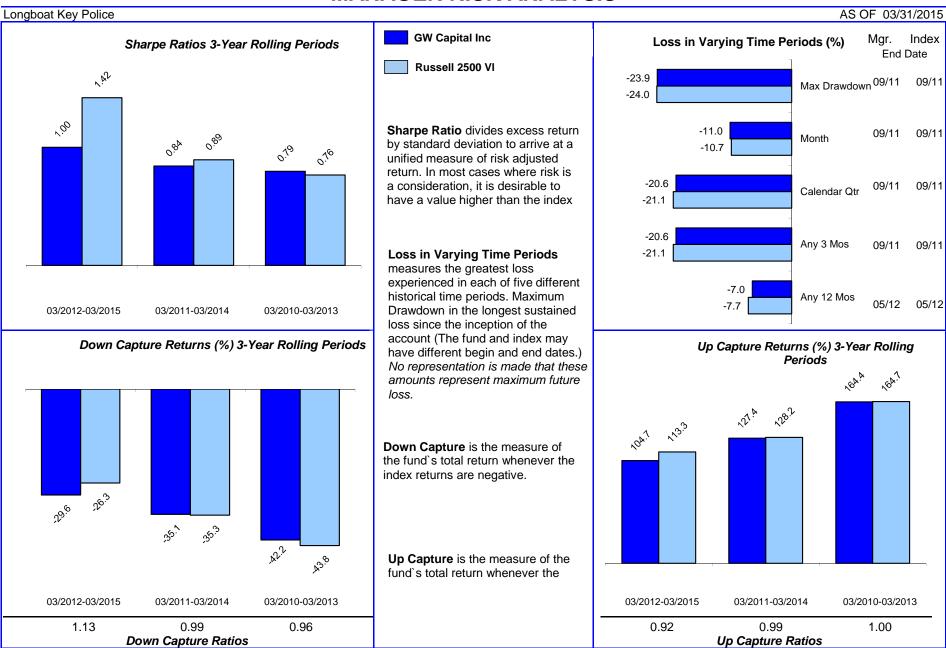


Report Created: 5/19/2015

Market Value

Inception Value +/- Contributions/Withdrawals





# **Town of Longboat Key Police - GW**

Composition		
Summary	LONGBOAT KEY P - GW	RU2500-V
No of Securities	37	1,727
% Bmrk Holdings	63.01	100.00
% Active Share	96.95	0.00
% Top 25 Holdings	77.07	10.09
% Top 15 Holdings	51.19	6.48

Sector Allocation		
Sector Name	LONGBOAT KEY P - GW	RU2500-V
Energy	5.14	3.81
Materials	13.70	5.54
Industrials	19.30	13.55
Consumer Discretionary	2.28	11.75
Consumer Staples	6.53	2.22
Health Care	9.67	6.72
Financials	25.33	38.37
Information Technology	8.29	8.96
Telecomm Service	3.20	0.81
Utilities	5.33	8.29
N/A	1.24	

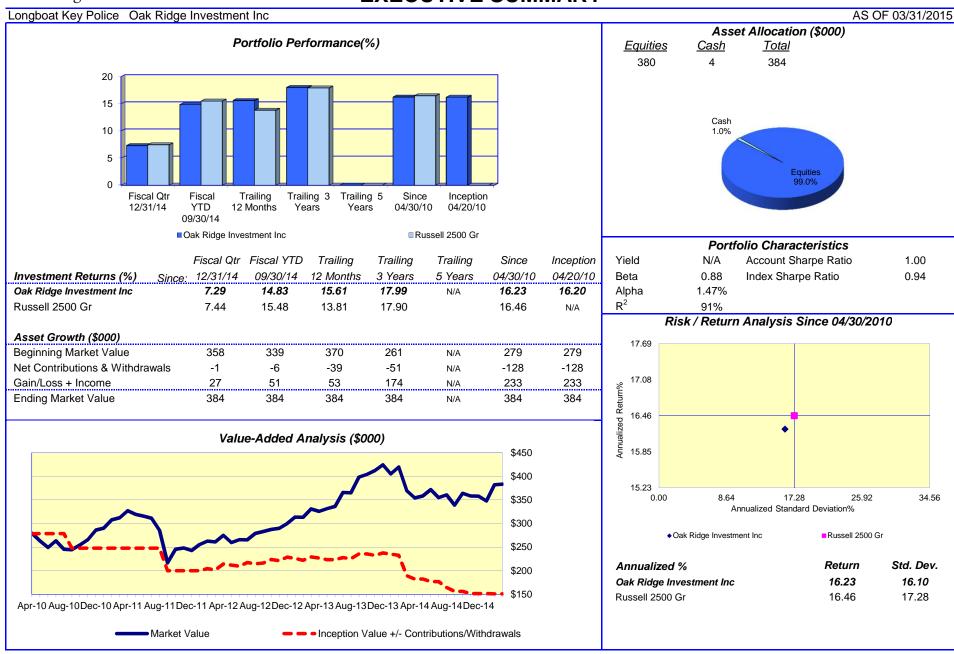
Characteristics		
Characteristic	LONGBOAT KEY P - GW	RU2500-V
Market Cap - Weighted Median	3,999,894,590.85	3,627,261,979.81
1 3		
Price / Book	1.71	1.71
P/E NTM	15.90	19.58
Dividend Yield	1.49	1.98
EPS Growth NTM	5.05	9.31
Ret Eq	36.36	7.53

Top Equity Holdings	
	LONGBOAT KEY P -
Name	GW
VERISK ANALYTICS INC	4.40
CROWN HOLDINGS INC	4.13
CASEY'S GENERAL STORES INC	4.04
BROOKDALE SENIOR LIVING INC	4.00
DOMTAR CORP	3.62
	Total: 20 18

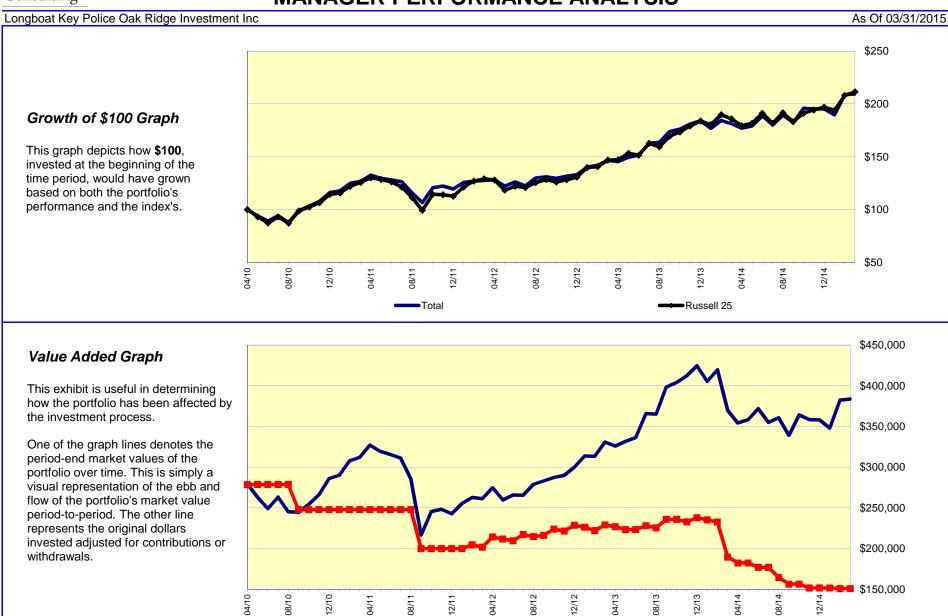
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## **EXECUTIVE SUMMARY**



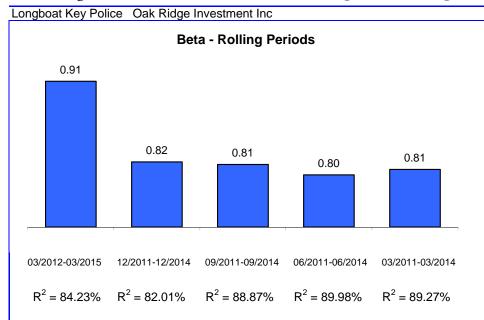
# MANAGER PERFORMANCE ANALYSIS

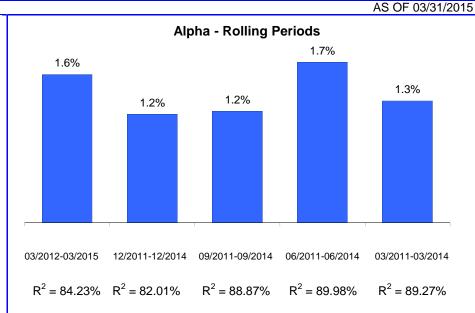


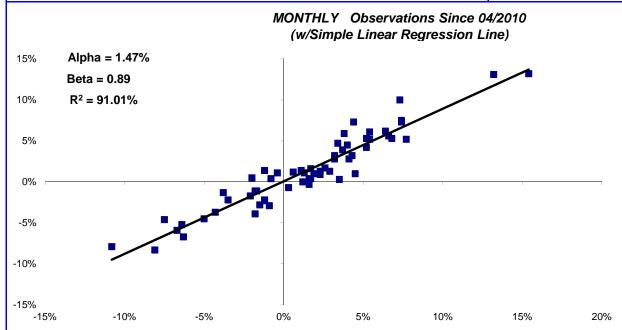
Report Created: 5/19/2015

Market Value

Inception Value +/- Contributions/Withdrawals

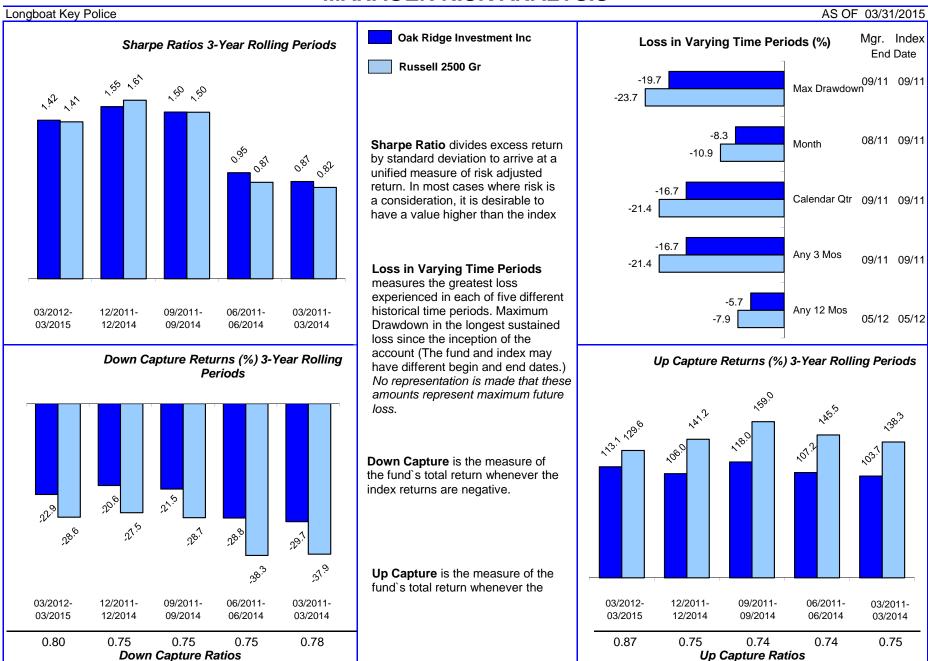






Modern Portfolio Theory seeks to quantify the relationship between risk and return and operates under the assumption that an investor must be compensated for assuming risk. Alpha is a measure of a portfolio's return in excess of the market return, both adjusted for risk. A positive alpha indicates that the portfolio outperformed the market on a risk-adjusted basis, and a negative alpha indicates the portfolio did worse than the market. Beta is a measure of the sensitivity of a portfolio's rate of return against that of the market. A beta greater than 1.00 indicates volatility greater than the market. R2 is a measure that indicates the extent to which fluctuations in portfolio returns are correlated with those of the general market. An R-squared of 0.80 implies that 80% of the fluctuation of a portfolio's return is explained by the fluctuation in the market.

Graph Notes: The Index is represented on the horizontal (X) axis, and the Fund is represented on the vertical (Y) axis. Both the Index and Fund are adjusted by 90-day Treasury Bills.



# **Town of Longboat Key Police - Oak Ridge**

Composition		
Summary	LONGBOAT KEY P - OAK	RU2500-G
No of Securities	62	1,515
% Bmrk Holdings	94.66	100.00
% Active Share	93.91	0.00
% Top 25 Holdings	62.78	12.53
% Top 15 Holdings	42.05	8.32

Sector Allocation		
Sector Name	LONGBOAT KEY P - OAK	RU2500-G
Energy	2.74	3.09
Materials		6.89
Industrials	17.66	16.64
Consumer Discretionary	11.17	18.14
Consumer Staples	2.19	3.45
Health Care	26.07	20.16
Financials	4.32	8.70
Information Technology	34.81	21.99
Telecomm Service		0.53
Utilities		0.41
N/A	1.04	

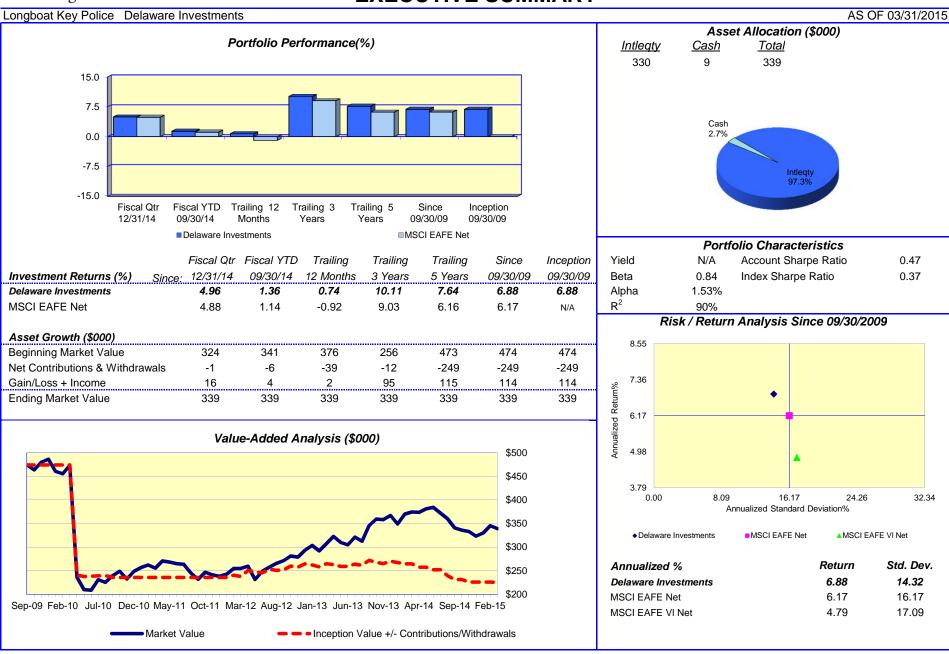
Characteristics		
	LONGBOAT KEY P -	
Characteristic	OAK	RU2500-G
Market Cap - Weighted Median	2,917,405,722.20	4,293,497,072.22
Price / Book	3.90	4.62
P/E NTM	29.81	25.65
Dividend Yield	0.37	0.81
EPS Growth NTM	19.24	14.16
Ret Eq	0.63	18.60

Top Equity Holdings	
	LONGBOAT KEY P -
Name	OAK
AKORN INC	5.16
EPAM SYSTEMS INC	3.55
MIDDLEBY CORP	3.40
MALLINCKRODT PLC	2.94
A. O. SMITH CORP	2.81
	Total: 17.85

#### Disclaimer

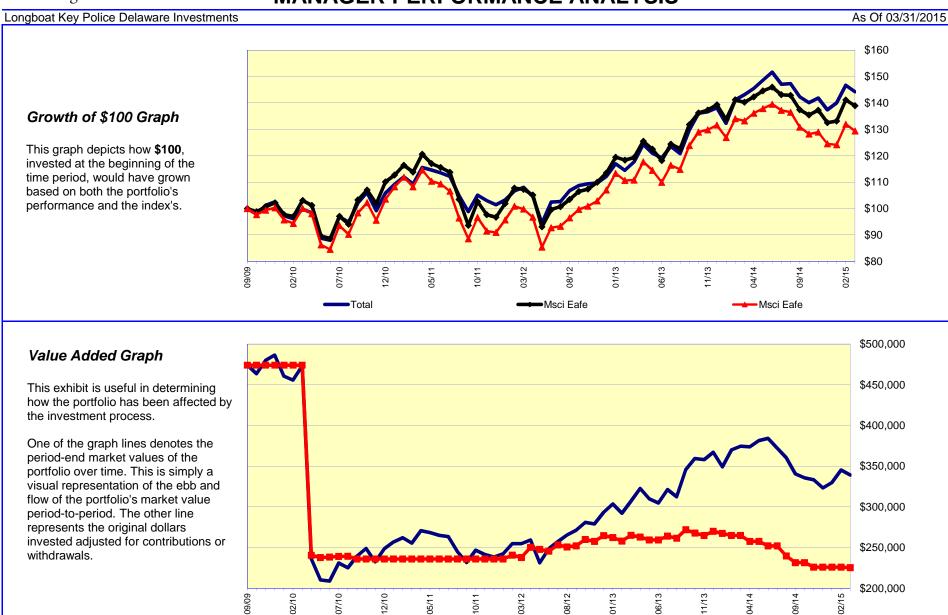
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## **EXECUTIVE SUMMARY**





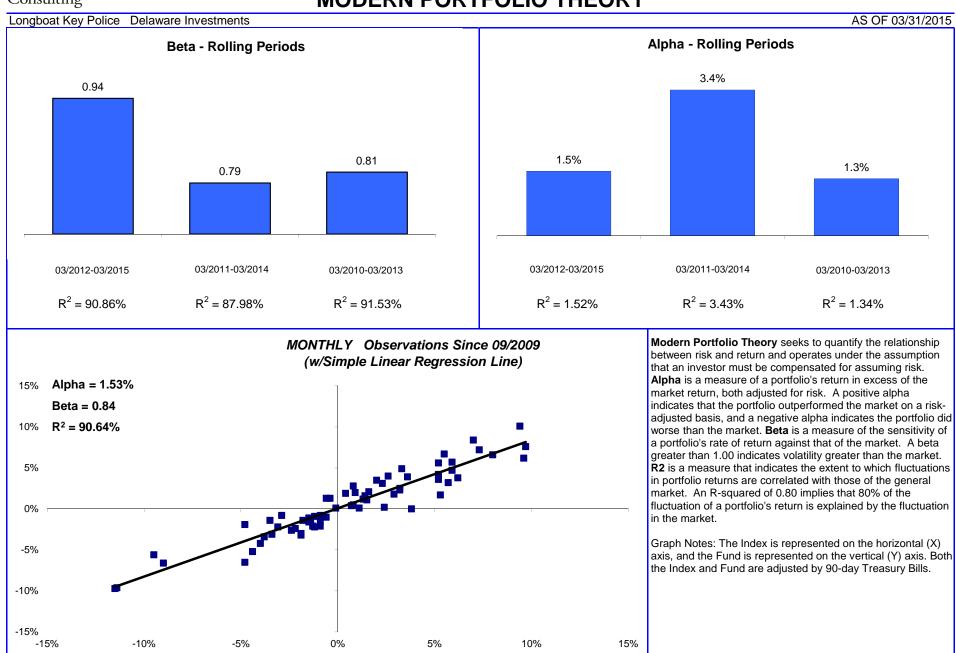
# MANAGER PERFORMANCE ANALYSIS

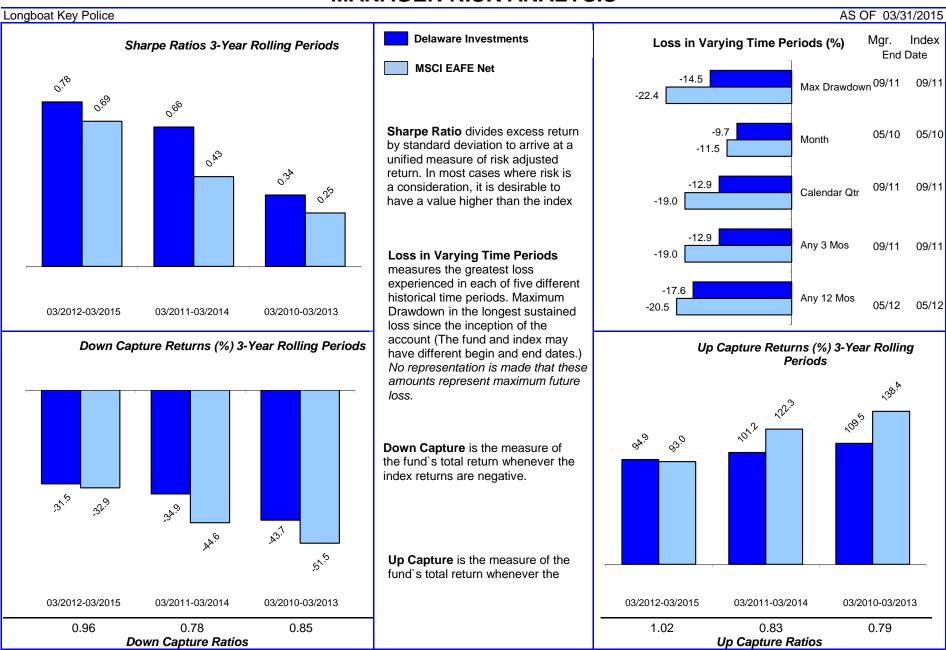


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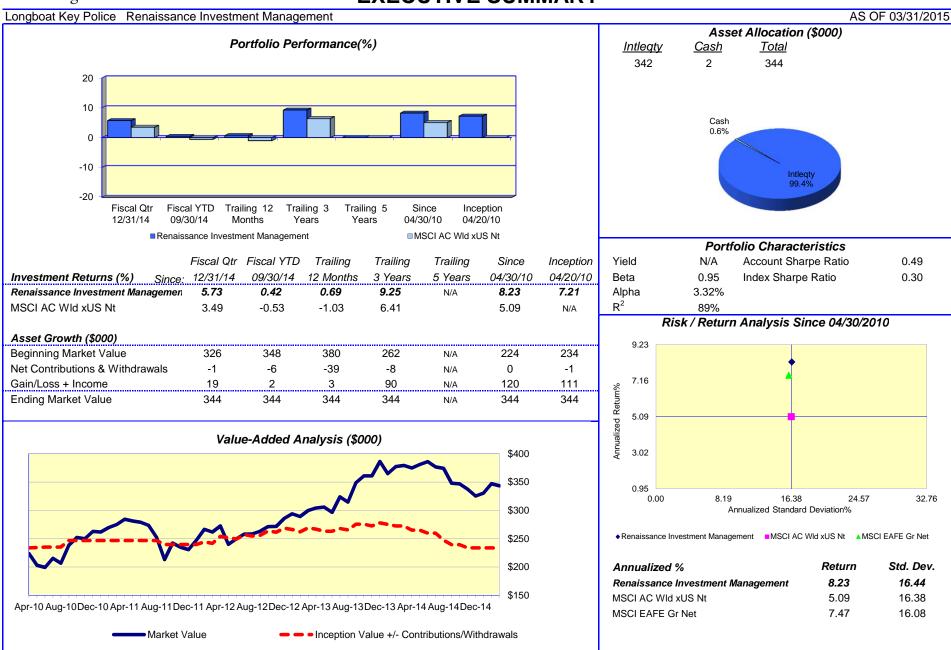
Market Value

Inception Value +/- Contributions/Withdrawals

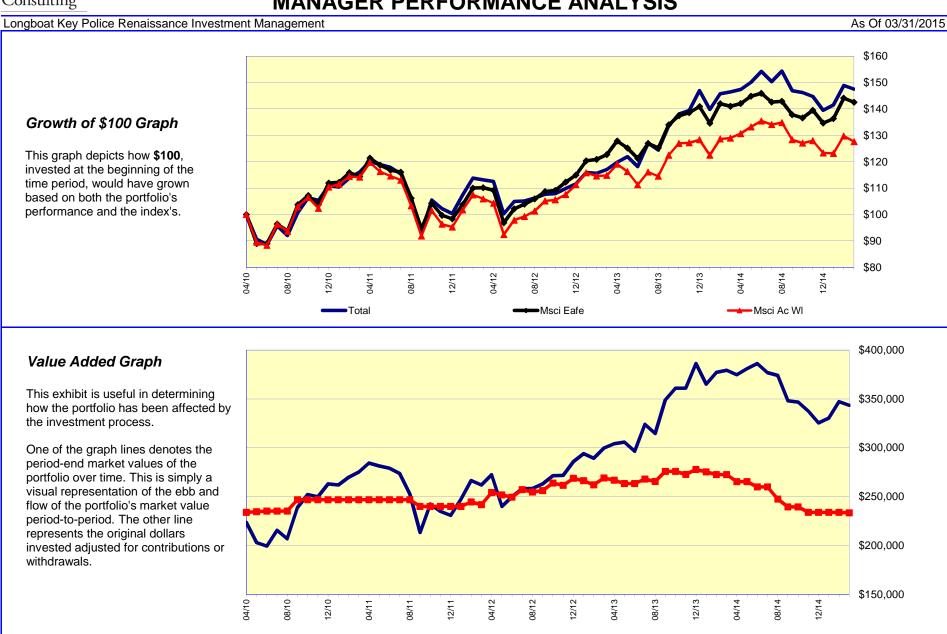




## **EXECUTIVE SUMMARY**



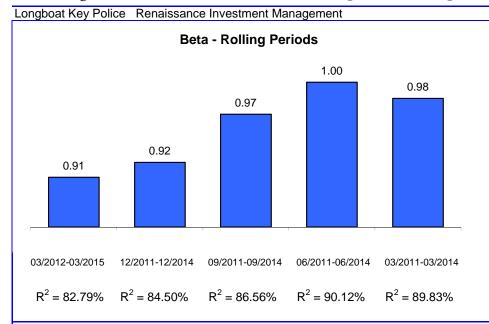
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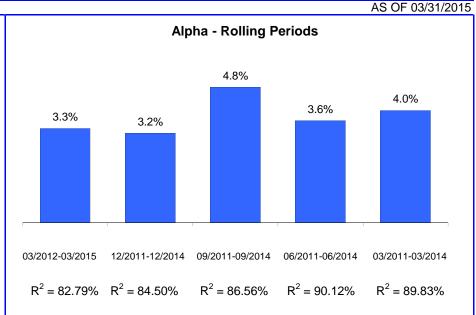


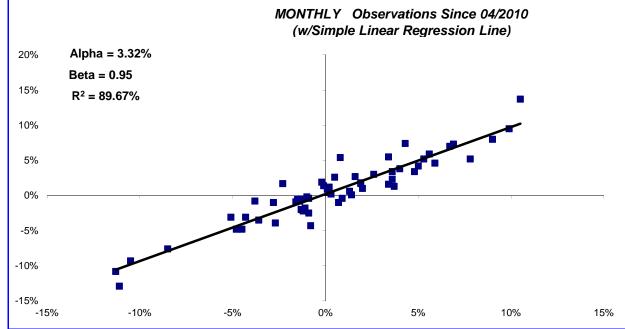
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Market Value

Inception Value +/- Contributions/Withdrawals

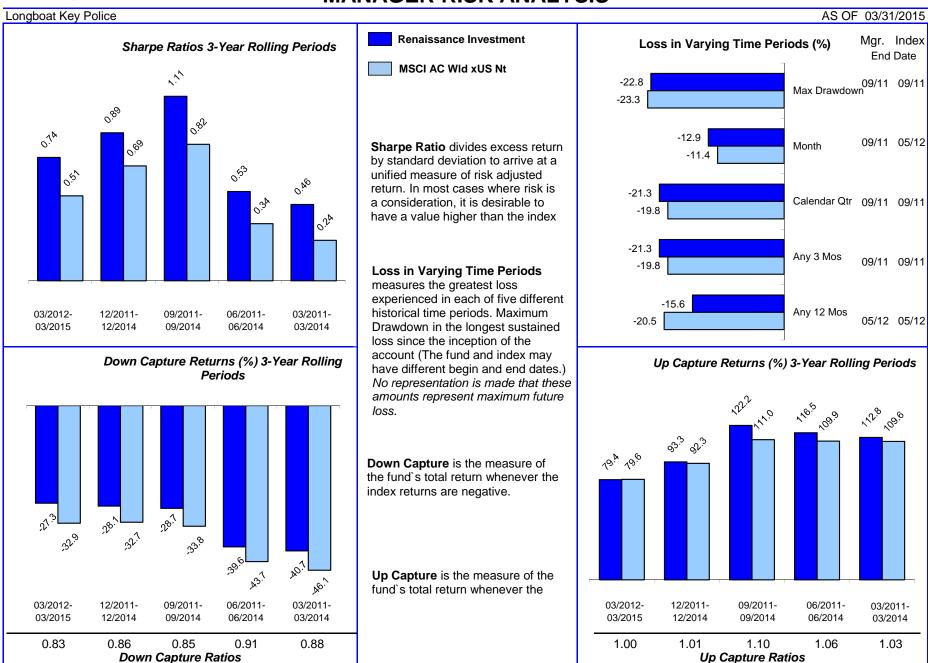




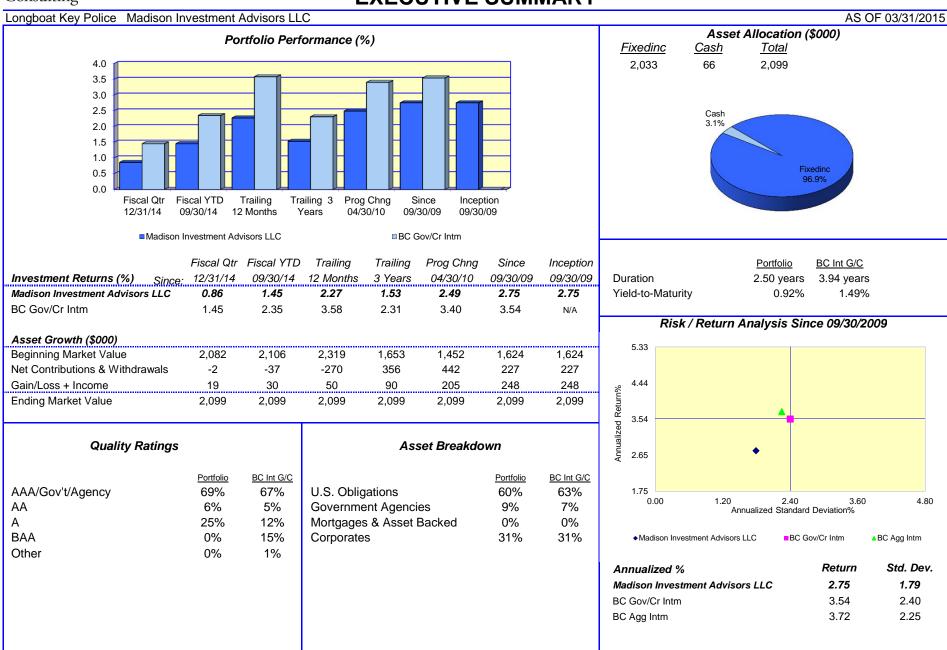


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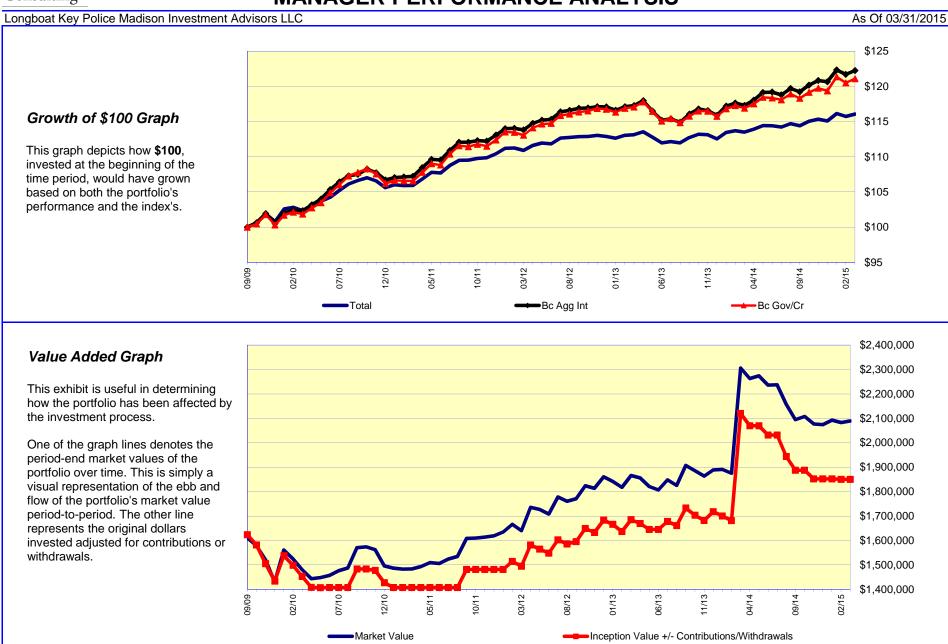
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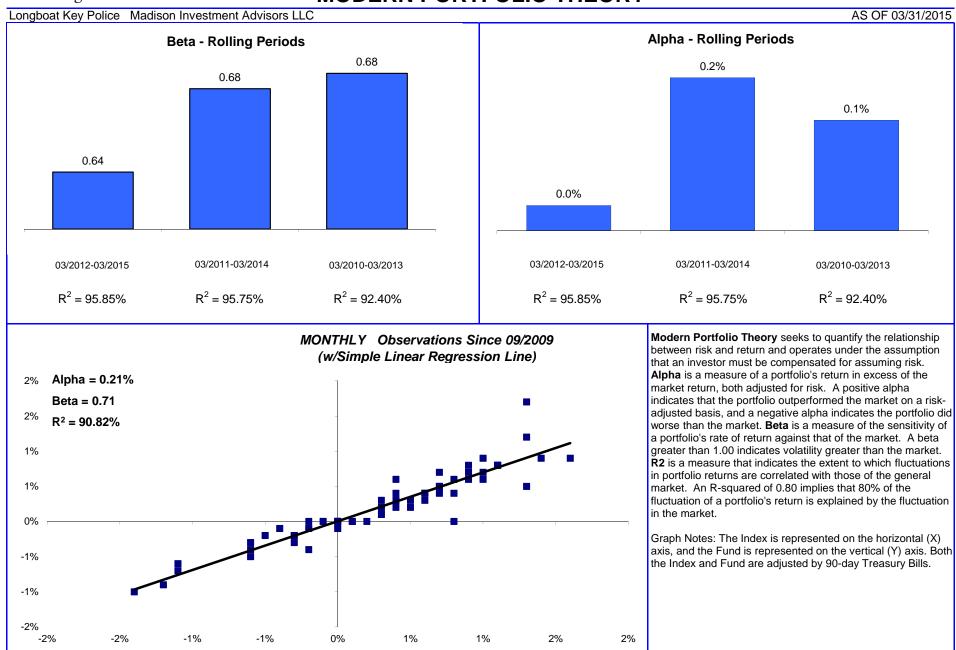


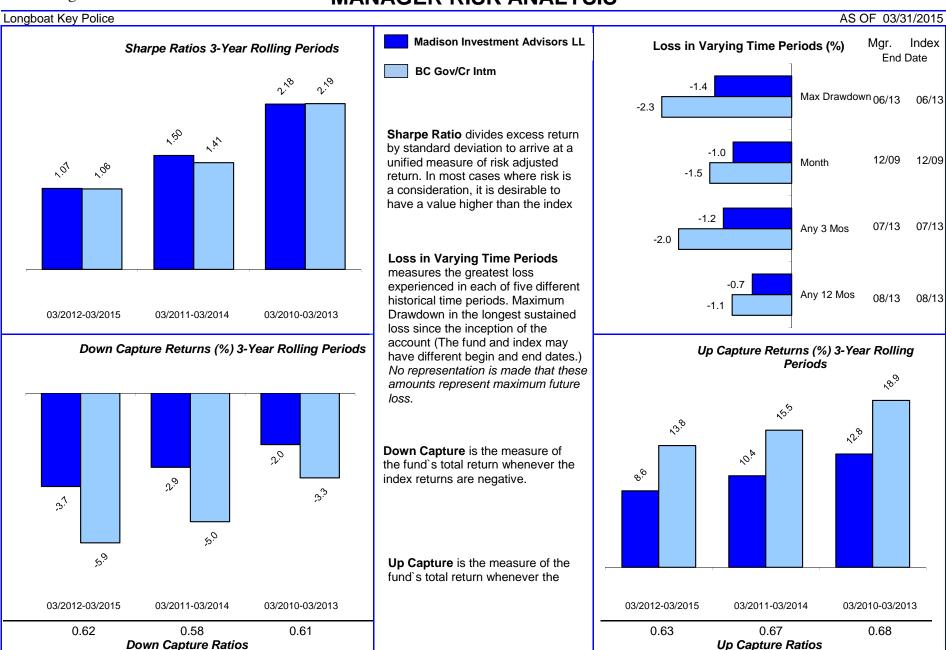
### **EXECUTIVE SUMMARY**



# MANAGER PERFORMANCE ANALYSIS









### **Information Disclosures**

Please notify your Financial Advisor if there have been any changes in your financial situation or investment objectives, or if you wish to impose any reasonable restrictions on the management of your Investment Advisory accounts, or to reasonably modify existing restrictions.

For a copy of the applicable Form ADV Disclosure Document for Morgan Stanley Smith Barney LLC, or for any Investment Advisor with whom we contract to manage your investment advisory account, please contact your Financial Advisor. These Disclosure Documents contain important information about advisory programs.

#### Sources and Intent

This investment evaluation is directed only to the client for whom the evaluation was performed. The underlying data has been obtained from sources the Firm believes to be reliable but we do not guarantee their accuracy, and any such information may be incomplete or condensed. This evaluation is for informational purposes only and is not intended to be an offer, solicitation, or recommendation with respect to the purchase or sale of any security or a recommendation of the services supplied by any money management organization. Past performance is not a guarantee of future results. Performance for periods greater than one year is annualized. The information contained herein was prepared by your Financial Advisor and does not represent an official statement of your account at the Firm (or other outside custodians, if applicable.) Please refer to your monthly statement for a complete record of your transactions, holdings and balances.

This Performance Report may show the consolidated performance of some, but not necessarily all, of your Morgan Stanley accounts. In addition, it may show the full performance history of your accounts or just the performance of your accounts since inception in their current Morgan Stanley programs. In some cases, it may show the combined performance of brokerage accounts and advisory accounts. It is important that you understand the combination of accounts and account histories that are included in this Performance Report. Upon your request, performance information can be obtained for other accounts you may have with us, but which are not shown here.

Accounts included in this Performance Report may have had different investment objectives, been subject to different rules and restrictions, and incurred different types of fees, markups, commissions, and other charges. Accordingly, the performance results for this portfolio may blend the performance of assets and strategies that may not have been available in all of your accounts at all times during the reporting period. Please consult your Financial Advisor for more information about the fees and expenses applicable to the accounts included in this Performance Report.

#### **Gross Rates of Return**

The investment returns in this report are your gross returns before deducting investment management fees and any Select Retirement fees. For more details on fees, please see your client contract, the applicable Morgan Stanley ADV brochure and any applicable Select Retirement prospectus. Your actual returns are lower, after deducting expenses that may include, for example, investment management fees and trade commissions. As fees are deducted quarterly, the compounding effect increases the impact of the fees by an amount directly related to the gross account performance. For example, on an account with a 2% fee, if the gross performance is 10%, the compounding effect of the fees results in a net performance of approximately 7.81%. Returns in excess of one year are annualized.

#### **Advisory Notice**

The Fiduciary Services-Affiliated Program and the Fiduciary Services-Unaffiliated Manager Program are separate and distinct advisory programs. Absent your written authorization, assets may only be transferred among managers within the particular program.

Graystone Consulting<sup>sm</sup>

#### **List of Composite Accounts**

The Composite account presentation includes the following accounts: Total Fund, 001-068239, 001-068205, 001-068204, 001-068200, 001-068198, 001-068263, 001-068264, 001-073439.

### **Composite Index Definition**

The Composite account's benchmark comprises the 90-Day T-Bills, BC Gov/Cr Intm, Russell 1000 Gr, MSCI EAFE Net, Russell 2500 VI, MSCI AC WId xUS Nt, Russell 2500 Gr, Russell 1000 VI, indices in the same asset mix as your portfolio. The mix is adjusted monthly based on changes in your portfolio.

#### **International History:**

Until 4th quarter 1997, International equities were included within the Domestic equity category for performance presentation. For asset allocation purposes, they are reflected beginning Jan.1, 1998.

### **Bond Average**

Please note that all averages calculated are weighted averages meaning that the calculation takes into account the par value of each position. CMO's and Asset Backed securities are excluded from the calculation. Any bonds that are non-rated by both Moody's and S&P are excluded from the average rating calculation.

#### **Fiscal Year**

Total Fund's fiscal year ends on 2015/09

Acct# 001-068239's fiscal year ends on 2015/09

Acct# 001-068205's fiscal year ends on 2015/09

Acct# 001-068204's fiscal year ends on 2015/09

Acct# 001-068200's fiscal year ends on 2015/09

Acct# 001-068198's fiscal year ends on 2015/09

Acct# 001-068263's fiscal year ends on 2015/09

Acct# 001-068264's fiscal year ends on 2015/09

Acct# 001-073439's fiscal year ends on 2015/09

### International and Small Capitalization Securities

To the extent the investments depicted herein represent international securities, you should be aware that there may be additional risks associated with international investing involving foreign, economic, political, and/or legal factors. International investing may not be for everyone. In addition, small capitalization securities may be more volatile than those of larger companies, but these companies may present greater growth potential.

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### Additional Information about your Floating Rate Notes

For floating rate securities, the estimated accrued interest and estimated annual income are based on the current floating coupon rate and may not reflect historic rates within the accrual period.



#### Alpha

Alpha is the value added by active management of the portfolio's assets, given the risk of that portfolio. In other words, alpha is equal to the incremental return earned by the manager when the market is flat or stationary. An alpha of zero indicates that the manager earned the exact return dictated by the level of market risk (i.e., beta) of the portfolio. A positive alpha indicates that the manager has earned, on average, more than the portfolio's level of market risk would have dictated. A negative alpha indicates that the manager has earned, on average, less than the portfolio's level of market risk would have dictated. Alpha is the Y-intercept of the least squares regression line.

#### Beta

Beta is the systematic risk of the portfolio. Measured by the slope of the least squares regression, beta is the measure of portfolio risk which cannot be removed through diversification. Beta is also known as market risk. Beta is a statistical estimate of the average change in the portfolio's performance with a corresponding 1.0 percent change in the risk index. A beta of 1.0 indicates that the portfolio moves, on average, lock step with the risk index. A beta in excess of 1.0 indicates that the portfolio is highly sensitive to movements in the risk index. A beta of 1.5, for example, indicates that the portfolio tends to move 1.5 percent with every 1.0 percent movement in the risk index. A beta of less than 1.0 indicates that the portfolio is not as sensitive to movements in the risk index. A beta of 0.5, for example, indicates that the portfolio moves only 0.5 percent for every 1.0 percent movement in the risk index.

#### R-Squared

R-squared, or the coefficient of determination, measures the strength of the least squares regression relationship between the portfolio (the dependent variable) and the risk index (the independent variable). The statistic reveals the extent to which the variability in the dependent variable is due to the variability in the independent variable. As such, R-squared measures how well the portfolio returns move in tandem with the returns of the risk benchmark. Though it is true that the higher the R-squared the better, an R-squared of less than 0.9 (i.e., 90 percent), indicates that the total fund does not track closely with the risk benchmark. The strength of the R-squared statistic will reflect on the strength of alpha and beta. A weak R-squared, for example, would indicate that alpha and beta cannot be strictly interpreted.

#### **Brokerage Account**

In a brokerage relationship, your Financial Advisor will work with you to facilitate the execution of securities transactions on your behalf. Your Financial Advisor also provides investor education and professional, personalized information about financial products and services in connection with these brokerage services. You can choose how you want to pay for these services and you will receive the same services regardless of which pricing option you choose. There are important differences in your relationship with your Financial Advisor and Morgan Stanley in brokerage accounts and in advisory accounts.

Asset classifications and performance calculation methodologies can differ among the various supplemental performance reports available through us. For example, some reports calculate Time Weighted performance using a weighted or Modified Dietz approach while others use a daily approach. In addition, some reports may display Dollar Weighted Returns. These differences can generate meaningful dispersions in the performance numbers displayed on different reports.