### SUMMARY OF RELEVANT FACTS Town of Longboat Key Consolidated Retirement Plans As of June 30, 2018

Distribution of Assets:				Other Important Facts:
Equity				Total Portfolio
-Large Cap. Value	\$5,314,778.29			Fees
-Large Cap. Value	\$5,617,523.76			Total Gain or (Loss) - Gross-of-Fees
-Large Cap. Core	\$1,850,442.06			Total Gain or (Loss) - Net-of-Fees
-Mid Cap. Value	\$930,344.61			
-Mid Cap. Growth	\$930,344.01			
-Small Cap. Value	\$924,742.97			Vanguard - Large Cap Value ETF
-Small Cap. Value	\$983,410.99			Total Assets
-International Value	\$2,645,284.78			
-International Growth	. , ,			Equity
	<u>\$2,517,645.78</u>	<b>©04 700 005 07</b>		Cash
Total Equity	¢0.005.054.00	\$21,729,385.07		Fees
-Fixed Income Total Traditional Assets	<u>\$8,805,354.92</u>	<b>©</b> 00 504 700 00		Gain or (Loss) - Gross-of-Fees
		\$30,534,739.99		Gain or (Loss) - Net-of-Fees
Alternative Investments	<b>*</b> 0.040.000.40			
-Core Private Real Estate	\$3,248,608.40			Vanguard - Large Cap Growth ETF
-Master Limited Partnerships	<u>\$1,505,105.44</u>	<b>#4 750 740 04</b>		Total Assets
Total Alternative Investments		\$4,753,713.84		Equity
Cash (Deposit & Disbursement Acc't)		<u>\$513,229.90</u>		Cash
Total Portfolio		\$35,801,683.73		Fees
				Gain or (Loss) - Gross-of-Fees
Distribution by Percentages:	Current	Policy	Range	Gain or (Loss) - Net-of-Fees
Equity				
-Large Cap. Value	14.85%	15.00%	12.5 - 17.5%	Connors - Large Cap Core
-Large Cap. Growth	15.69%	15.00%	12.5 - 17.5%	Total Assets
-Large Cap. Core	5.17%	5.00%	2.5 - 7.5%	Equity
-Mid Cap. Value	2.60%	2.50%	0.0 - 5.0%	Cash
-Mid Cap. Growth	2.64%	2.50%	0.0 - 5.0%	Fees
-Small Cap. Value	2.58%	2.50%	0.0 - 5.0%	Gain or (Loss) - Gross-of-Fees
-Small Cap. Growth	2.75%	2.50%	0.0 - 5.0%	Gain or (Loss) - Net-of-Fees
-International Value	7.39%	7.50%	5.0 - 10.0%	
-International Growth	<u>7.03%</u>	<u>7.50%</u>	5.0 - 10.0%	Kennedy - Mid Cap Value
Total Equity	60.69%	60.00%	50.0 - 70.0%	Total Assets
-Fixed Income	<u>24.59%</u>	<u>25.00%</u>	15.0 - 35.0%	Equity
Total Traditional Assets	85.29%	85.00%		Cash
Alternative Investments				Fees
-Core Private Real Estate	9.07%	10.00%	0.0 - 12.5%	Gain or (Loss) - Gross-of-Fees
-Master Limited Partnerships	<u>4.20%</u>	<u>5.00%</u>	0.0 - 7.5%	Gain or (Loss) - Net-of-Fees
Total Alternative Investments	13.28%	15.00%	0.0 - 20.0%	
Cash (Deposit & Disbursement Acc't)	1.43%	0.00%		Congress - Mid Cap Growth
Total Portfolio	100.00%	100.00%		Total Assets
				Equity
Deposit & Disbursement				Cash
Total Assets	100.00%	\$513,230		Fees
Equity	0.00%	\$0		Gain or (Loss) - Gross-of-Fees
Cash	100.00%	\$513,230		Gain or (Loss) - Net-of-Fees
Fees		\$0		
Gain or (Loss) - Gross-of-Fees		\$204		Kayne Anderson - Small Cap Value
Gain or (Loss) - Net-of-Fees		\$204		Total Assets
· · · · / · · · · · · · · · · · · · · ·				Equity

Vanguard - Large Cap Value ETF		
Total Assets	100.00%	\$5,314,778
Equity	100.00%	\$5,314,746
Cash	0.00%	\$32
Fees		(\$3,535)
Gain or (Loss) - Gross-of-Fees		\$64,980
Gain or (Loss) - Net-of-Fees		\$61,445
Vanguard - Large Cap Growth ETF		
Total Assets	100.00%	\$5,617,524
Equity	100.00%	\$5,617,276
Cash	0.00%	\$248
Fees		(\$3,586)
Gain or (Loss) - Gross-of-Fees		\$313,545
Gain or (Loss) - Net-of-Fees		\$309,959
Connors - Large Cap Core		
Total Assets	100.00%	\$1,850,442
Equity	93.86%	\$1,736,761
Cash	6.14%	\$113,681
Fees		(\$2,573)
Gain or (Loss) - Gross-of-Fees		\$54,075
Gain or (Loss) - Net-of-Fees		\$51,503
Kennedy - Mid Cap Value		
Total Assets	100.00%	\$930,345
Equity	96.83%	\$900,827
Cash	3.17%	\$29,518
Fees		(\$1,417)
Gain or (Loss) - Gross-of-Fees		\$21,241
Gain or (Loss) - Net-of-Fees		\$19,824
Congress - Mid Cap Growth		
Total Assets	100.00%	\$945,212
Equity	98.98%	\$935,549
Cash	1.02%	\$9,663
Fees		(\$1,340)
Gain or (Loss) - Gross-of-Fees		\$7,306
Gain or (Loss) - Net-of-Fees		\$5,966
Kayne Anderson - Small Cap Value		
Total Assets	100.00%	\$924,743
Equity	99.37%	\$918,940
Cash	0.63%	\$5,803
Fees		(\$1,428)
Gain or (Loss) - Gross-of-Fees		\$5,228
Gain or (Loss) - Net-of-Fees		\$3,799

	RBC - Small Cap Growth	
,314,778	100.00%	\$983,411
,314,746	99.16%	\$975,112
\$32	0.84%	\$8,299
(\$3,535)		(\$1,554)
\$64,980		\$86,712
\$61,445		\$85,158
	Lazard - International Value	
,617,524	100.00%	\$2,645,285
,617,276	95.05%	\$2,514,298
\$248	4.95%	\$130,987

\$35,801,684 (\$47,915)

\$576,116

\$528,201

\$Z40	4.95%	\$130,907
(\$3,586)		(\$3,775)
\$313,545		(\$8,443)
\$309,959		(\$12,218)

	<b>Renaissance - Intern</b>	ational Growth
1,850,442	100.00%	\$2,517,646
1,736,761	98.81%	\$2,487,730
\$113,681	1.19%	\$29,916
(\$2,573)		(\$3,799)
\$54,075		(\$155,060)
\$51,503		(\$158,859)

	Pacific - Fixed Income	
930,345	100.00%	\$8,805,355
900,827	99.43%	\$8,755,176
\$29,518	0.57%	\$50,179
(\$1,417)		(\$11,432)
\$21,241		\$504
\$19,824		(\$10,928)

enter Coast - MLP	
100.00%	\$1,505,105
99.26%	\$1,493,904
0.74%	\$11,201
	(\$2,251)
	\$118,331
	\$116,080
	100.00% 99.26%

ue			American Core Realty	- Private Real Estate
10	0.00%	\$924,743	100.00%	\$3,248,608
g	9.37%	\$918,940	100.00%	\$3,248,608
	0.63%	\$5,803	0.00%	\$0
		(\$1,428)		(\$11,226)
		\$5,228		\$67,493
		\$3,799		\$56,268

# Breakdown of Returns Town of Longboat Key Consolidated Retirement Plans As of June 30, 2018

EQUITY			,			
Vanguard ETF (14.85%)		Gross-of-Fees	Net-of-Fees			
Large Cap. Value		Return	Return	CRSP Large Value	Russell 1000 Value	
	Quarter	1.24	1.17	1.26	1.18	
F	iscal Year to Date	5.87	5.66	5.84	3.55	
	1 Year	10.19	9.90	10.22	6.77	
	Since 6/30/2016	13.33	13.03	13.33	11.06	
Vanguard ETF (15.69%)						
Large Cap. Growth				CRSP Large Growth	Russell 1000 Growth	
	Quarter	5.89	5.82	5.90	5.76	
F	iscal Year to Date	13.76	13.53	13.84	15.69	
	1 Year	19.13	18.82	19.37	22.51	
	Since 6/30/2016	19.63	19.31	19.78	21.46	
Connors (5.17%)						
Large Cap. Core				S&P 500	60% S&P / 40% S&P CBOE	S&P CBOE Buy Write
	Quarter	2.84	2.69	3.43	3.42	3.39
F	iscal Year to Date	8.22	7.77	9.47	7.55	4.62
	1 Year	11.96	11.34	14.37	11.53	7.28
	Since 6/30/2016	15.57	15.02	16.12	13.53	9.64
Kennedy (2.6%)						
Mid Cap. Value				Russell Mid Cap Value		
	Quarter	2.28	2.12	2.41		
F	iscal Year to Date	7.52	7.03	5.34		
	1 Year	13.44	12.75	7.60		
	Since 6/30/2016	17.58	16.86	11.68		
Congress (2.64%)						
Mid Cap. Growth				Russell Mid Cap Growth		
	Quarter	0.76	0.62	3.16		
F	iscal Year to Date	5.84	5.40	12.57		
	1 Year	8.28	7.68	18.52		
	Since 6/30/2016	13.03	12.39	17.78		
Kayne Anderson (2.58%)						
Small Cap. Value				Russell 2000 Value		
	Quarter	0.56	0.40	8.30		
F	iscal Year to Date	5.42	4.94	7.60		
	1 Year	12.03	11.34	13.10		
	Since 6/30/2016	16.42	15.70	18.83		

RBC (2.75%)	Gross-of-Fees	Net-of-Fees		
Small Cap. Growth	Return	Return	Russell 2000 Growth	
Quarter	9.58	9.39	7.23	
Fiscal Year to Date	14.60	14.02	14.73	
Since 8/31/2017	21.86	21.24	20.97	
RBC/Fiera 1 Year	24.92	24.09	21.86	
RBC/Fiera Since 6/30/2016	17.70	16.95	23.16	
Lazard (7.39%)				
International Value	(0,40)	(0, 00)	MSCI EAFE (Net)	
Quarter	(0.46)	(0.60)	(1.24)	
Fiscal Year to Date	4.04	3.61	1.36	
1 Year	10.17	9.56	6.84	
Since 6/30/2016	11.26	10.64	13.35	
Renaissance (7.03%) International Growth				
Quarter	(5.80)	(5.94)	MSCI ACWI ex US (Net)	
Fiscal Year to Date	(3.00)	(3.40)	(2.61) 1.05	
1 Year	(3.00) 2.35	(3.40)	7.28	
Since 6/30/2016	11.63	11.01	13.67	
FIXED INCOME	11.00	11.01	10.07	
Pacific Income Advisors (24.59%)			BC Gov/Credit Intm	
Quarter	0.01	(0.12)	0.01	
Fiscal Year to Date	(1.20)	(1.58)	(1.17)	
1 Year	(0.60)	(1.11)	(0.58)	
Since 6/30/2016	(0.35)	(0.86)	(0.40)	
ALTERNATIVE - MLPs				
Center Coast (4.2%)			Alerian MLP	
Quarter	8.53	8.36	11.80	
Fiscal Year to Date	(6.83)	(7.28)	(1.58)	
1 Year	(7.87)	(8.46)	(4.58)	
Since 6/30/2016	(2.68)	(3.32)	(2.12)	
ALTERNATIVE - Private Real Estate				
American Core Reality (9.07%)			NCREIF Property Index	BC Agg
Quarter	2.11	1.75	1.81	(0.16)
Fiscal Year to Date	6.23	5.13	5.40	(1.24)
Since 6/30/2017	8.23	6.74	7.20	(0.40)

	Gross-of-Fees	Net-of-Fees			
Time-Weighted Returns (TWR)	Return	Return	Policy Index		
Quarter	1.63	1.49	2.25		
Fiscal Year to Date	4.31	3.90	4.72		
1 Year	7.71	7.15	7.86		
Since 6/30/2016	9.43	8.91	9.53		
Dollar-Weighted Net (IRR)			Actuary Assumption		
Quarter		1.32	1.75		
Fiscal Year to Date		3.77	5.25		
1 Year		7.04	7.00		
Since 6/30/2016		8.84	7.00		
Policy Index Date	12/31/2017	9/30/2017	6/30/2017	6/30/2016	
CRSP Large Value	15.00%	15.00%	15.00%	15.00%	
CRSP Large Growth	15.00%	15.00%	15.00%	15.00%	
S&P 500	5.00%	5.00%	5.00%	5.00%	
Russell Mid Cap Value	2.50%	2.50%	2.50%	2.50%	
Russell Mid Cap Growth	2.50%	2.50%	2.50%	2.50%	
Russell 2000 Value	2.50%	2.50%	2.50%	2.50%	
Russell 2000 Growth	2.50%	2.50%	2.50%	2.50%	
MSCI EAFE (Net)	7.50%	7.50%	7.50%	7.50%	
MSCI ACWI ex US (Net)	7.50%	7.50%	7.50%	7.50%	
BC Gov/Credit Intm	25.00%	30.00%	32.50%	35.00%	
Alerian MLP	5.00%	5.00%	5.00%	5.00%	
NCREIF Property Index	<u>10.00%</u>	<u>5.00%</u>	<u>2.50%</u>	<u>0.00%</u>	
Total	100.00%	100.00%	100.00%	100.00%	

### As of June 30, 2018

GUIDELINES	In	Compliance	OBJECTIVES	In	Compliance
Equity Portfolio			Total Portfolio	3 years	Since Inception
Listed on recognized exchange		Yes	Exceed Target Index	N/A	No
Single issue not to exceed 10% at market value for		Yes	Exceed Target Rate of Return (7.0%)*	N/A	Yes
each equity in each separately managed portfolio		100		14/74	100
Total equity portfolio $< 50.0\%$ & $> 70.0\%$ of total fund at		Yes	*Performance compared to dollar-weighted net returns		
market value		165	r enormance compared to donar-weighted het returns		
market value					
Vanguard ETF (14.85%)			RBC (2.58%)		
Large Capitalization Value Equity Portfolio			Small Capitalization Growth Equity Portfolio		
Market Value < 12.5% & > 17.5% of total fund		Yes	Market Value < 0.0% & > 5.0 of total fund		Yes
Performance (Inception 6/2016)	2		Performance (Inception 8/2017)	2	
Return > CRSP Large Value	<u>3 years</u> N/A	Since Inception Yes	Return > Russell 2000 Growth	<u>3 years</u> N/A	Since Inception Yes
Return > Russell 1000 Value		Yes	Return > Russell 2000 Growth	IN/A	res
Return > Russell 1000 Value	N/A	res			
Vanguard ETF (15.69%)			Lazard (7.39%)		
Large Capitalization Growth Equity Portfolio			International Value Equity Portfolio		
Market Value < 12.5% $\&$ > 17.5% of total fund		Yes	Market Value < 5.0% & > 10.0 of total fund		Yes
Performance (Inception 6/2016)	3 years	Since Inception	Performance (Inception 6/2016)	3 years	Since Inception
Return > CRSP Large Growth	N/A	No	Return > MSCI EAFE (Net)	N/A	No
Return > Russell 1000 Value	N/A	No			
Connors (5.17%)			Renaissance (7.03%)		
Large Capitalization Core Equity Portfolio			International Growth Equity Portfolio		
Market Value < 2.5% & > 7.5% of total fund		Yes	Market Value < 5.0% & > 10.0 of total fund		Yes
Performance (Inception 6/2016)	3 years	Since Inception	Performance (Inception 6/2016)	3 years	Since Inception
Return > S&P 500	N/A	No	Return > MSCI ACWI ex US (Net)	N/A	No
Return > 60% S&P/40% S&P CBOE	N/A	Yes			
Return > S&P CBOE Buy Write	N/A	Yes			
Kennedy (2.6%)			Pacific Income Advisors (24.59%)		
Mid Capitalization Value Equity Portfolio			Fixed Income Portfolio		
Market Value < 0.0% & > 5.0% of total fund		Yes	Market Value < 15.0% & > 35.0% of total fund		Yes
Performance (Inception 6/2016)	3 years	Since Inception	Performance (Inception 6/2016)	3 years	Since Inception
Return > Russell Midcap Value	N/A	Yes	Return > Barclays Cap Interm. Gov't/Credit	N/A	Yes
Return > Russell Middap Value	11/7	165	U.S. Government / Agency or U.S. Corporations	IN/A	Yes
			Bonds rated "A" or better		Yes
0					
Congress (2.64%)			Single corporate issuer not exceed 10% of bond portfolio		Yes
Mid Capitalization Growth Equity Portfolio			(except U.S. Government/Agency)		
Market Value < 0.0% & > 5.0 of total fund		Yes			
Performance (Inception 6/2016)	3 years	Since Inception			
Return > Russell Midcap Growth	N/A	No	Center Coast (4.2%)		
·			Master Limited Partnerships		
			Market Value < 0.0% & > 7.50 of total fund		Yes
Kayne Anderson (2.58%)			Performance (Inception 6/2016)	2	
				3 years	Since Inception
Small Capitalization Value Equity Portfolio			Return > Alerian MLP	N/A	No
Market Value $< 0.0\%$ & $> 5.0$ of total fund		Yes			
Performance (Inception 6/2016)	3 years	Since Inception			
Return > Russell 2000 Value	N/A	No	American Core Reality (9.07%)		
			Private Real Estate		
			Market Value < 0.0% & > 12.5 of total fund		Yes
			Performance (Inception 6/2017)	3 years	Since Inception
			Return > NCREIF Property Index	N/A	Yes
				• •// •	100

# **Risk/Return Analysis -Since Inception**



# Consulting & Management Fee Billing Summary Town of Longboat Key Consolidated Retirement Plans As of June 30, 2018

Vanguard Value ETF*	745-054093								
		<b>F</b>	<b>T</b> -		<u>% Annl. GC</u>		<u>% Annl. Mgr.</u>		<u>% Annl. Total</u>
Date Billed 4/13/2018	<u>Market Value</u> \$5.249.874.96	<u>From</u> 4/1/2018	<u>To</u> 6/30/2018	<u>\$ GC Fee</u> \$3,535.26	<u>Fee</u> 0.27%	<u>\$ Mgr. Fee</u> \$0.00	<u>Fee</u> 0.00%	<u>\$ Total Fee</u> \$3,535.26	<u>Fee</u> 0.27%
*Vanguard does not charge a se	. , ,				0.27%	φ0.00	0.00%	φ3,535.20	0.27%
Vanguaru udes not charge a sej		gement. Returns are ne							
Vanguard Growth ETF*	745-054092								
		_	_		<u>% Annl. GC</u>	•	<u>% Annl. Mgr.</u>		<u>% Annl. Total</u>
Date Billed	Market Value	From	<u>To</u>	<u>\$ GC Fee</u>	Fee	<u>\$ Mgr. Fee</u>	Fee	<u>\$ Total Fee</u>	Fee
5/30/2018	\$31,000.00	5/29/2018	6/30/2018	(\$7.01)	-0.25%	\$0.00	0.00%	(\$7.01)	-0.25%
4/13/2018	\$5,335,466.46	4/1/2018	6/30/2018	\$3,592.90	0.27%	\$0.00	0.00%	\$3,592.90	0.27%
*Vanguard does not charge a sep	parate fee for mana	gement. Returns are ne	t of a 0.08% ann	ual fee.					
Connors	745-054091								
Connere					% Annl. GC		% Annl. Mgr.		% Annl. Total
Date Billed	Market Value	From	То	\$ GC Fee	Fee	<u>\$ Mgr. Fee</u>	Fee	<u>\$ Total Fee</u>	Fee
6/7/2018	\$10,000.00	6/6/2018	6/30/2018	(\$1.71)	-0.25%	\$0.00	0.00%	(\$1.71)	-0.25%
4/13/2018	\$1,808,947.95	4/1/2018	6/30/2018	\$1,218.14	0.27%	\$1,356.21	0.30%	\$2,574.35	0.57%
						. ,			
Kennedy	745-054090								
					<u>% Annl. GC</u>		<u>% Annl. Mgr.</u>		<u>% Annl. Total</u>
Date Billed	Market Value	<u>From</u>	<u>To</u>	<u>\$ GC Fee</u>	Fee	<u>\$ Mgr. Fee</u>	<u>Fee</u>	<u>\$ Total Fee</u>	<u>Fee</u>
6/7/2018	\$10,000.00	6/6/2018	6/30/2018	(\$1.71)	-0.25%	(\$2.40)	-0.35%	(\$4.11)	-0.60%
4/13/2018	\$918,981.27	4/1/2018	6/30/2018	\$618.84	0.27%	\$801.91	0.35%	\$1,420.75	0.62%
Congress	745-054089								
Congrees					% Annl. GC		% Annl. Mgr.		% Annl. Total
Date Billed	Market Value	From	То	<u>\$ GC Fee</u>	Fee	\$ Mgr. Fee	Fee	<u>\$ Total Fee</u>	Fee
<u>6/7/2018</u>	\$5,000.00	6/6/2018	<u>6/3</u> 0/2018	(\$0.85)	-0.25%	(\$1.03)	-0.30%	(\$1.88)	-0.55%
4/13/2018	\$943,841.66	4/1/2018	6/30/2018	\$635.58	0.27%	\$705.94	0.30%	\$1,341.52	0.57%
	<i>•••••••••••••••••••••••••••••••••••••</i>	., ., _0.0	0,00,2010	<i>Queenee</i>	0	<b><i><i>(</i></i></b> )	0.0070	¢.,ee_	0101.70
Kayne Anderson	745-054088								
		_	_		<u>% Annl. GC</u>	•	<u>% Annl. Mgr.</u>		<u>% Annl. Total</u>
Date Billed	Market Value	From	<u>To</u>	<u>\$ GC Fee</u>	<u>Fee</u>	<u>\$ Mgr. Fee</u>	<u>Fee</u>	<u>\$ Total Fee</u>	<u>Fee</u>
6/7/2018	\$5,000.00	6/6/2018	6/30/2018	(\$0.85)	-0.25%	(\$1.20)	-0.35%	(\$2.05)	-0.60%
4/13/2018	\$925,110.74	4/1/2018	6/30/2018	\$622.97	0.27%	\$807.25	0.35%	\$1,430.22	0.62%

RBC Capital	745-054087								
<u>Date Billed</u> 6/7/2018 4/13/2018	<u>Market Value</u> \$7,000.00 \$905,050.00	From 6/6/2018 4/1/2018	<u>To</u> 6/30/2018 6/30/2018	<u>\$ GC Fee</u> (\$1.20) \$609.46	<u>% Annl. GC</u> <u>Fee</u> -0.25% 0.27%	<u>\$ Mgr. Fee</u> (\$2.01) \$947.70	<u>% Annl. Mgr.</u> <u>Fee</u> -0.42% 0.42%	<u>\$ Total Fee</u> (\$3.21) \$1,557.16	<u>% Annl. Total</u> <u>Fee</u> -0.67% 0.69%
Lazard	745-054086								
Date Billed 4/13/2018	<u>Market Value</u> \$2,655,758.94	<u>From</u> 4/1/2018	<u>To</u> 6/30/2018	<u>\$ GC Fee</u> \$1,788.38	<u>% Annl. GC</u> <u>Fee</u> 0.27%	<u>\$ Mgr. Fee</u> \$1,986.36	<u>% Annl. Mgr.</u> <u>Fee</u> 0.30%	<u>\$ Total Fee</u> \$3,774.74	<u>% Annl. Total</u> <u>Fee</u> 0.57%
Renaissance	745-054085								
Date Billed 4/13/2018	<u>Market Value</u> \$2,673,009.85	<u>From</u> 4/1/2018	<u>To</u> 6/30/2018	<u>\$ GC Fee</u> \$1,800.00	<u>% Annl. GC</u> <u>Fee</u> 0.27%	<u>\$ Mgr. Fee</u> \$1,999.26	<u>% Annl. Mgr.</u> <u>Fee</u> 0.30%	<u>\$ Total Fee</u> \$3,799.26	<u>% Annl. Total</u> <u>Fee</u> 0.57%
Pacific	745-054084								
Date Billed 4/13/2018	<u>Market Value</u> \$8,816,283.03	<u>From</u> 4/1/2018	<u>To</u> 6/30/2018	<u>\$ GC Fee</u> \$5,936.87	<u>% Annl. GC</u> <u>Fee</u> 0.27%	<u>\$ Mgr. Fee</u> \$5,495.08	<u>% Annl. Mgr.</u> <u>Fee</u> 0.25%	<u>\$ Total Fee</u> \$11,431.95	<u>% Annl. Total</u> <u>Fee</u> 0.52%
Center Coast	745-054082								
Date Billed 4/13/2018	<u>Market Value</u> \$1,388,614.59	<u>From</u> 4/1/2018	<u>To</u> 6/30/2018	<u>\$ GC Fee</u> \$935.09	<u>% Annl. GC</u> <u>Fee</u> 0.27%	<u>\$ Mgr. Fee</u> \$1,315.57	<u>% Annl. Mgr.</u> <u>Fee</u> 0.38%	<u>\$ Total Fee</u> \$2,250.66	<u>% Annl. Total</u> <u>Fee</u> 0.65%
American Core Realty	745-054083								
<u>Date Billed</u> 6/30/2018 4/13/2018	<u>Market Value</u> \$3,248,608.40 \$3,206,098.93	<u>From</u> 4/1/2018 4/1/2018	<u>To</u> 6/30/2018 6/30/2018	<u>\$ GC Fee</u> \$0.00 \$2,158.98	<u>% Annl. GC</u> <u>Fee</u> 0.00% 0.27%	<u>\$ Mgr. Fee</u> \$9,066.89 \$0.00	<u>% Annl. Mgr.</u> <u>Fee</u> 1.12% 0.00%	<u>\$ Total Fee</u> \$9,066.89 \$2,158.98	<u>% Annl. Total</u> <u>Fee</u> 1.12% 0.27%
Total - All Manager Fees									
<u>Date Billed</u> 6/30/2018 6/7/2018 5/30/2018 4/13/2018	<u>Market Value</u> \$3,248,608.40 \$37,000.00 \$31,000.00 \$34,827,038.38	From 4/1/2018 6/6/2018 5/29/2018 4/1/2018	<u>To</u> 6/30/2018 6/30/2018 6/30/2018 6/30/2018	<u>\$ GC Fee</u> \$0.00 (\$6.32) (\$7.01) \$23,452.47	<u>% Annl. GC</u> <u>Fee</u> 0.00% -0.25% -0.25% 0.27%	<u>\$ Mgr. Fee</u> \$9,066.89 (\$6.64) \$0.00 \$15,415.28	<u>% Annl. Mgr.</u> <u>Fee</u> 1.12% -0.26% 0.00% 0.18%	<u>\$ Total Fee</u> \$9,066.89 (\$12.96) (\$7.01) \$38,867.75	<u>% Annl. Total</u> <u>Fee</u> 1.12% -0.51% -0.25% 0.45%



# QUARTERLY PERFORMANCE EVALUATION

**Prepared for:** 

# Town of Longboat Key Consolidated Retirement Plan

# As of June 30, 2018

# **Graystone Consulting Tampa**

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Introduction

As of 2Q 2018

- After a volatile start to 2018, markets found some relief in the second quarter. However, the environment remains challenging for equities.
  While economic data continues to be constructive, a protectionist trade policy pursued by the Trump administration has weighed on sentiment as uncertainty over tariffs threatens to overshadow strong corporate earnings and consumer confidence. CIO and MS & Co.'s Chief US Equity Strategist, Mike Wilson, has maintained his price target of 2,750 for the S&P 500 and expects choppy trading in the coming months.
- US equities generated positive returns in the second quarter, as the S&P 500 rose 3.43% and 7 of the 11 sectors finished in the black. Energy led the way, jumping 13.48% as oil prices rebounded and moved over \$70 per barrel at the end of June. It was followed by Consumer Discretionary and Tech, which increased by 8.17% and 7.09%, respectively. Industrials were the greatest laggards, losing 3.18%. They were followed closely by Financials, which shed 3.16%. Other major US indices were positive on the quarter; the Dow Jones rose 1.26% and the NASDAQ returned 6.61%.
- International equities were challenged by a rising US dollar and other geopolitical pressures. For the second quarter, the MSCI Emerging Markets Index dropped 7.73% for US-currency investors as weaknesses in China, Turkey, and Argentina were amplified by the stronger greenback. The MSCI Europe Index dropped 0.87% for US-currency investors, while MSCI Japan fell 2.12%. Both European and Japanese returns were positive on a local currency basis, further reflecting the impact that the dollar had on international stocks.
- The bond market registered slightly negative returns during the second quarter. The Bloomberg Barclays US Aggregate Bond Index, a general measure of the bond market, fell 0.16%.
- Morgan Stanley & Co. economists expect US real GDP will be 2.7% in 2018, amid an environment of 3.9% global GDP growth.
- Commodities were up slightly in the second quarter; the Bloomberg Commodity Index gained 0.40%.

### Source: FactSet, Bloomberg, Morgan Stanley & Co. Research, Morgan Stanley Wealth Management GIC

## The US Economy

As of 2Q 2018 (with most recent data available)

The Bureau of Economic Analysis estimated that real Gross Domestic Product increased at an annual rate of 2.0% in 1Q18, in comparison to a 2.9% increase in 4Q17. Morgan Stanley & Co. economists forecast US Real GDP growth will be 2.7% in 2018 and 2.2% in 2019.

The seasonally adjusted unemployment rate for May 2018 was 3.8%. Job gains occurred in construction, professional and technical services, retail, transportation and warehousing, and manufacturing. The number of unemployed was 6.1 million in May, down from 6.7 million in February of this year. The number of long-term unemployed (those jobless for 27 weeks or more) was 1.2 million, a decrease of more than 200,000 from February. These individuals accounted for 19.4% of the unemployed vs. 20.8% at the end of last quarter.

According to the most recent data from the Federal Reserve Bank of St. Louis, corporate profits increased 8.67% quarter over quarter and are up 16.88% year over year as of Q1 2018.

Inflation increased in the US, according to the Bureau of Labor Statistics. The year-over-year Consumer Price Index was 2.2% in May, up from the 1.8% figure in February. Morgan Stanley & Co. economists forecast a 2.6% annual inflation rate for 2018 and 1.9% for 2019.

The Census Bureau reported that the number of new private-sector housing starts in May 2018 was at a seasonally adjusted annual rate of 1,301,000—8.0% above housing starts this time last year.

The Census Bureau also reported that seasonally adjusted retail and food services sales increased at 5.9% year over year in May. Consumer confidence decreased slightly in 2Q18, with Conference Board Consumer Confidence reading 126.4 in June after peaking at 130 in February—the highest level it had been since 2000.

In May, the Institute for Supply Management's Purchasing Managers Index (PMI), a manufacturing sector index, arrived at 60.2, down 1.0% from February's reading of 60.8. 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. PMI has registered above 50 for 26 out of the last 29 months, indicating an expansion in manufacturing since March 2016. Overall, PMI has been above 43 for 105 consecutive months, indicating overall economic recovery and expansion since June 2009.

The NMI for May was 58.6—0.9 points lower than in February 2018. The index has now been above 50 for 99 consecutive months, indicating non-manufacturing expansion since February 2010.

Source: FactSet, Bloomberg, Morgan Stanley & Co. Research, Federal Reserve Bank of St. Louis, Morgan Stanley Wealth Management GIC

## US Equity Markets

As of 2Q 2018

The Dow Jones Industrial Average gained 1.26% in the second quarter, while the NASDAQ Composite Index was up 6.61%. The S&P 500 Index rose 3.43% over the same period.

7 of the 11 sectors finished in the black for 2Q18. Energy led the way, jumping 13.48% as oil prices rebounded and moved over \$70 per barrel at the end of June. It was followed by Consumer Discretionary and Tech, which increased by 8.17% and 7.09%, respectively. Industrials were the greatest laggards, losing 3.18%. They were closely followed by Financials, which shed 3.16%.

The Russell 1000, a large-cap index, increased 3.57% for the quarter, with large-cap growth (+5.75%) outperforming large-cap value (+1.17%).

The Russell Midcap gained 2.82% on the quarter, with mid-cap growth (+3.16%) outperforming mid-cap value (+2.40%).

The Russell 2000, a small-cap index, appreciated 7.75% for the quarter, with small-cap growth (+7.23%) underperforming small-cap value (+8.30%).

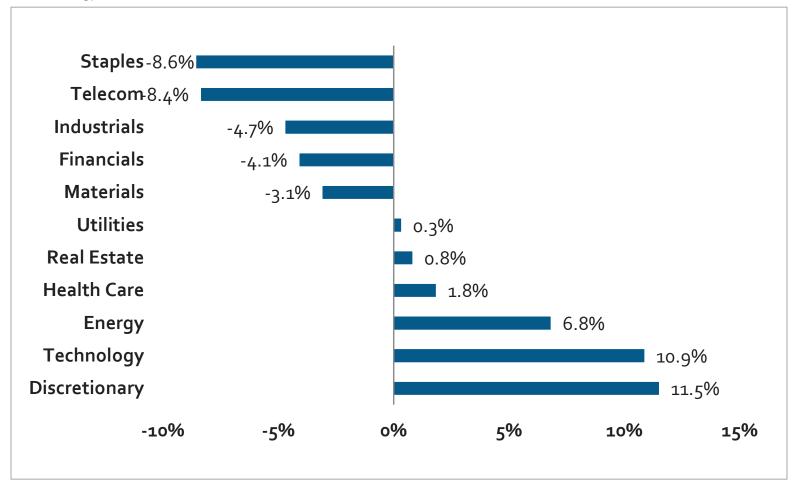
Key US Stock Market Index Returns (%) for the Period Ending 6/29/2018									
INDEX IN USD	Quarter	12 Months	12 Months 5-Years (Annualized)						
S&P 500	3.43%	14.56%	13.41%	13.39%					
Dow Jones	1.26%	16.65%	12.95%	13.04%					
Russell 2000	7.75%	17.50%	12.45%	11.97%					
Russell Midcap	2.82%	12.64%	12.21%	12.01%					
Russell 1000	3.57%	14.73%	13.36%	13.27%					

### Source: FactSet, Bloomberg, Morgan Stanley Wealth Management GIC

# S&P 500 Sectors

# YTD 2018 Total Return

As of June 29, 2018



### Source: Bloomberg

## **Global Equity Markets**

As of 2Q 2018

The second quarter was difficult for international markets, as a strengthening US dollar challenged returns. This could especially be seen in the selloff of emerging market (EM) equities and their underperformance versus developed market stocks. The MSCI EAFE Index (a benchmark for international developed markets) fell 0.80% for US-currency investors.

In the second quarter, the MSCI Emerging Markets Index dropped 7.73% for US-currency investors as weaknesses in China, Turkey, and Argentina were amplified by the stronger greenback. The MSCI Europe Index dropped 0.87% for US-currency investors, while MSCI Japan fell 2.12%. Both European and Japanese returns were positive on a local currency basis, further reflecting the impact that the dollar had on international returns.

The S&P 500 Index gained 3.43% for the quarter.

Emerging economy equity market indices were down sharply in the second quarter. The MSCI BRIC (Brazil, Russia, India and China) Index fell 6.67% in US dollar terms, while the MSCI EM Asia Index was down 5.06%.

Key Global Equity Market Index Returns (%) for the Period Ending 6/29/2018									
INDEX IN USD	Quarter	12 Months	5-Years (Annualized)	7-Years (Annualized)					
MSCI EAFE	-0.80%	6.66%	6.93%	5.61%					
MSCI EAFE Growth	0.58%	9.21%	7.82%	6.40%					
MSCI EAFE Value	-2.22%	4.10%	5.95%	4.75%					
MSCI Europe	-0.87%	5.33%	6.81%	5.18%					
MSCI Japan	-2.12%	10.25%	7.69%	7.50%					
S&P 500	3.43%	14.56%	13.41%	13.39%					
MSCI Emerging Markets	-7.73%	8.25%	5.38%	1.96%					

### Source: FactSet, Bloomberg, Morgan Stanley Wealth Management GIC

## The US Bond Market

## As of 2Q 2018

The bond market registered slightly negative returns during the second quarter. The Bloomberg Barclays US Aggregate Bond Index, a general measure of the bond market, fell 0.16%.

Interest rates increased during the second quarter, as the yield on the 10-year US Treasury note increased to a quarter-end 2.86% from 2.74% at the end of March. The intra-quarter move to 3.11% in May marked a 6-year high in rates.

Riskier parts of the bond market such as US high yield debt fared better in the second quarter. The Bloomberg Barclays Capital High Yield Index, a measure of lower-rated corporate bonds, gained 1.03%.

Mortgage-backed had marginal gains in the second quarter. The Bloomberg Barclays Capital Mortgage Backed Index rose 0.24%. Municipal bonds were also up; the Bloomberg Barclays Capital Muni Index saw gains of 0.87%.

Key US Bond Market Index Returns (%) for the Period Ending 6/29/2018								
INDEX IN USD	Quarter	12 Months	5-Years (Annualized)	7-Years (Annualized)				
Bloomberg Barclays Capital US Aggregate	-0.16%	-0.54%	2.27%	2.55%				
Bloomberg Barclays Capital High Yield	1.03%	2.65%	5.51%	6.38%				
Bloomberg Barclays Capital Government/Credit	-0.32%	-0.85%	2.24%	2.72%				
Bloomberg Barclays Capital Government	0.10%	-0.81%	1.48%	2.04%				
Bloomberg Barclays Capital Intermediate Govt/Credit	0.01%	-0.72%	1.59%	1.93%				
Bloomberg Barclays Capital Long Govt/Credit	-1.45%	-1.07%	5.10%	6.18%				
Bloomberg Barclays Capital Mortgage Backed Securities	0.24%	0.01%	2.25%	2.15%				
Bloomberg Barclays Capital Muni	0.87%	1.55%	3.53%	3.91%				

### Source: FactSet, Bloomberg, Morgan Stanley & Co. Research, Morgan Stanley Wealth Management GIC

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### KEY ASSET CLASS CONSIDERATIONS AND OTHER RISKS

Investing in the markets entails the risk of market volatility. The value of all types of investments, including stocks, mutual funds, exchange-traded funds ("ETFs"), closed-end funds, and unit investment trusts, may increase or decrease over varying time periods. To the extent the investments depicted herein represent international securities, you should be aware that there may be additional risks associated with international investing, including foreign economic, political, monetary and/or legal factors, changing currency exchange rates, foreign taxes, and differences in financial and accounting standards. These risks may be magnified in emerging markets and frontier markets. Small- and mid-capitalization companies may lack the financial resources, product diversification and competitive strengths of larger companies. In addition, the securities of small- and mid-capitalization companies may not trade as readily as, and be subject to higher volatility than, those 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 are subject to additional risks such as increased risk of default and greater volatility because of the lower credit quality of the issues. In the case of municipal bonds, income is generally exempt from federal income taxes. Some income may be subject to state and local taxes and to the federal alternative minimum tax. Capital gains, if any, are subject to tax. 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. There is no guarantee that investors will receive par if TIPS are sold prior to maturity. The returns on a portfolio consisting primarily of environmental, social, and governance-aware investments ("ESG") may be lower or higher than a portfolio that is more diversified or where decisions are based solely on investment considerations. Because ESG criteria exclude some investments, investors may not be able to take advantage of the same opportunities or market trends as investors that do not use such criteria. The companies identified and investment examples are for illustrative purposes only and should not be deemed a recommendation to purchase, hold or sell any securities or investment products. They are intended to demonstrate the approaches taken by managers who focus on ESG criteria in their investment strategy. There can be no guarantee that a client's account will be managed as described herein. Options and margin trading involve substantial risk and are not suitable for all investors. Besides the general investment risk of holding securities that may decline in value and the possible loss of principal invested, closed-end funds may have additional risks related to declining market prices relative to net asset values (NAVs), active manager underperformance and potential leverage. Closed-end funds, unlike open-end funds, are not continuously offered. There is a one-time public offering and once issued, shares of closed-end funds are sold in the open market through a stock exchange. NAV is total assets less total liabilities divided by the number of shares outstanding. At the time an investor purchases shares of a closed-end fund, shares may have a market price that is above or below NAV. Portfolios that invest a large percentage of assets in only one industry sector (or in only a few sectors) are more vulnerable to price fluctuation than those that diversify among a broad range of sectors.

Alternative investments often are speculative and include a high degree of risk. Investors could lose all or a substantial amount of their investment. Alternative investments are suitable only for eligible, long-term investors who are willing to forgo liquidity and put capital at risk for an indefinite period of time. They may be highly illiquid and can engage in leverage and other speculative practices that may increase the volatility and risk of loss. Alternative Investments typically have higher fees than traditional investments. Investors should carefully review and consider potential risks before investing. Certain of these risks may include but are not limited to: Loss of all or a substantial portion of the investment due to leveraging, short-selling, or other speculative practices; Lack of liquidity in that there may be no secondary market for a fund; 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 mutual funds; and Risks associated with the operations, personnel, and processes of the manager. As a diversified global financial services firm, Morgan Stanley Wealth Management engages in a broad spectrum of activities including financial advisory services, investment management activities, sponsoring and managing private investment funds, engaging in broker -dealer transactions and principal securities, commodities and foreign exchange transactions, research publication, and other activities. In the ordinary course of its business, Morgan Stanley Wealth Management's interests may conflict with the interests of its clients, including the private investment funds it manages . Morgan Stanley Wealth Management's interests may conflict with the interests of its clients, including the private investment funds i

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These limitations include survivorship bias (the returns of the indices may not be representative of all the hedge funds in the universe because of the tendency of lower performing funds to leave the index); heterogeneity (not all hedge funds are alike or comparable to one another, and the index may not accurately reflect the performance of a described style); and limited data (many hedge funds do not report to indices, and the index may omit funds, the inclusion of which might significantly affect the performance shown. The HFRI indices are based on information self-reported by hedge fund managers that decide on their own, at any time, whether or not they want to provide, or continue to provide, information to HFR Asset Management, L.L.C. Results for funds that go out of business are included in the index until the date that they cease operations. Therefore, these indices may not be complete or accurate representations of the hedge fund universe, and may be biased in several ways. Composite index results are shown for illustrative purposes and do not represent the performance of a specific investment. Individual funds have specific tax risks related to their investment programs that will vary from fund to fund. Clients should consult their own tax and legal advisors as Morgan Stanley Wealth Management does not provide tax or legal advice. Interests in alternative investment products are offered pursuant to the terms of the applicable offering memorandum, are distributed by Morgan Stanley Smith Barney LLC and certain of its affiliates, and (1) are not FDIC-insured, (2) are not deposits or other obligations of Morgan Stanley or any of its affiliates, (3) are not guaranteed by Morgan Stanley and its affiliates, and (4) involve investment risks, including possible loss of principal. Morgan Stanley Smith Barney LLC is a registered broker-dealer, not a bank. 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As a diversified global financial services firm, Morgan Stanley Wealth Management engages in a broad spectrum of activities including financial advisory services, investment management activities, sponsoring and managing private investment funds, engaging in broker-dealer transactions and principal securities, commodities and foreign exchange transactions, research publication, and other activities. In the ordinary course of its business, Morgan Stanley Wealth Management therefore engages in activities where Morgan Stanley Wealth Management's interests may conflict with the interests of its clients, including the private investment funds it manages. Morgan Stanley Wealth Management can give no assurance that conflicts of interest will be resolved in favor of its clients or any such fund. Alternative investments involve complex tax structures, tax inefficient investing, and delays in distributing important tax information. Individual funds have specific risks related to their investment programs that will vary from fund to fund. Clients should consult their own tax and legal advisors as Morgan Stanley Wealth Management does not provide tax or legal advice.

While the HFRI indices are frequently used, they have limitations (some of which are typical of other widely used indices). These limitations include survivorship bias (the returns of the indices may not be representative of all the hedge funds in the universe because of the tendency of lower performing funds to leave the index); heterogeneity (not all hedge funds are alike or comparable to one another, and the index may not accurately reflect the performance of a described style); and limited data (many hedge funds do not report to indices, and the index may omit funds, the inclusion of which might significantly affect the performance shown. The HFRI indices are based on information self-reported by hedge fund managers that decide on their own, at any time, whether or not they want to provide, or continue to provide, information to HFR Asset Management, L.L.C. Results for funds that go out of business are included in the index until the date that they cease operations. Therefore, these indices may not be complete or accurate representations of the hedge fund universe, and may be biased in several ways.

It should be noted that the majority of hedge fund indexes are comprised of hedge fund manager returns. This is in contrast to traditional indexes, which are comprised of individual securities in the various market segments they represent and offer complete transparency as to membership and construction methodology. As such, some believe that hedge fund index returns have certain biases that are not present in traditional indexes. Some of these biases inflate index performance, while others may skew performance negatively. However, many studies indicate that overall hedge fund index performance has been biased to the upside. Some studies suggest performance has been inflated by up to 260 basis points or more annually depending on the types of biases included and the time period studied. Although there are numerous potential biases that could affect hedge fund returns, we identify some of the more common ones throughout this paper.

Self-selection bias results when certain manager returns are not included in the index returns and may result in performance being skewed up or down. Because hedge funds are private placements, hedge fund managers are able to decide which fund returns they want to report and are able to opt out of reporting to the various databases. Certain hedge fund managers may choose only to report

returns for funds with strong returns and opt out of reporting returns for weak performers. Other hedge funds that close may decide to stop reporting in order to retain secrecy, which may cause a downward bias in returns.

Survivorship bias results when certain constituents are removed from an index. This often results from the closure of funds due to poor performance, "blow ups," or other such events. As such, this bias typically results in performance being skewed higher. As noted, hedge fund index performance biases can result in positive or negative skew. However, it would appear that the skew is more often positive. While it is difficult to quantify the effects precisely, investors should be aware that idiosyncratic factors may be giving hedge fund index returns an artificial "lift" or upwards bias.

Hedge Funds of Funds and many funds of funds are private investment vehicles restricted to certain qualified private and institutional investors. They are often speculative and include a high degree of risk. Investors can lose all or a substantial amount of their investment. They may be highly illiquid, can engage in leverage and other speculative practices that may increase volatility and the risk of loss, and may be subject to large investment minimums and initial lockups. They involve complex tax structures, tax-inefficient investing and delays in distributing important tax information. Categorically, hedge funds of funds have higher fees and expenses than traditional investments, and such fees and expenses can lower the returns achieved by investors. Funds of funds have an additional layer of fees over and above hedge fund fees that will offset returns. 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. An investment in a **target date portfolio** is subject to the risks attendant to the underlying funds in which it invests, in these portfolios the funds are the Consulting Group Capital Market funds. A target date portfolio will transition its invested assets from a more aggressive portfolio to a more conservative portfolio as the target date draws closer. An investment in the target date portfolio is not guaranteed at any time, including, before or after the target date is reached. **Managed futures** investments are speculative, involve a high degree of risk, use significant leverage, are generally illiquid, have substantial charges, subject investors to conflicts of interest, and are suitable only for the risk capital portfolio is an approximate for all investors. **Rebalancing** does not protect against a l

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Indices are unmanaged. An investor cannot invest directly in an index. They are shown for illustration purposes only and do not show the performance of any specific investment. Reference to an index does not imply that the portfolio will achieve return, volatility or other results similar to the index. The composition of an index may not reflect the manner in which a portfolio is constructed in relation to expected or achieved returns, portfolio guidelines, restrictions, sectors, correlations, concentrations, volatility, or tracking error target, all of which are subject to change over time.

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We may act in the capacity of a broker or that of an advisor. As your broker, we are not your fiduciary and our interests may not always be identical to yours. Please consult with your Private Wealth Advisor to discuss our obligations to disclose to you any conflicts we may from time to time have and our duty to act in your best interest. We may be paid both by you and by others who compensate us based on what you buy. Our compensation, including that of your Private Wealth Advisor, may vary by product and over time.

Investment and services offered through Morgan Stanley Private Wealth Management, a division of Morgan Stanley Smith Barney LLC, Member SIPC.

Investment, insurance and annuity products offered through Morgan Stanley Smith Barney LLC are: NOT FDIC INSURED | MAY LOSE VALUE | NOT BANK GUARANTEED | NOT A BANK

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### For index, indicator and survey definitions referenced in this report please visit the following: http://www.morganstanleyfa.com/public/projectfiles/id.pdf

GLOBAL INVESTMENT COMMITTEE (GIC) ASSET ALLOCATION MODELS: The Asset Allocation Models are created by Morgan Stanley Wealth Management's GIC.

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 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. 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.

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.

Equity securities may fluctuate in response to news on companies, industries, market conditions and general economic environment. Ultrashort-term fixed income asset class is comprised of fixed income securities with high quality, very short maturities. They are therefore subject to the risks associated with debt securities such as credit and interest rate risk.

Master Limited Partnerships (MLPs) are limited partnerships or limited liability companies that are taxed as partnerships and whose interests (limited partnership units or limited liability company units) are traded on securities exchanges like shares of common stock. Currently, most MLPs operate in the energy, natural resources or real estate sectors. Investments in MLP interests are subject to the risks generally applicable to companies in the energy and natural resources sectors, including commodity pricing risk, supply and demand risk, depletion risk and exploration risk. 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. MLP funds accrue deferred income taxes for future tax liabilities associated with the portion of MLP distributions considered to be a tax-deferred return of capital and for any net operating gains as well as capital appreciation of its investments; this deferred tax liability is reflected in the daily NAV, and, as a result, the MLP fund's after-tax performance could differ significantly from the underlying assets even if the pre-tax performance is closely tracked.

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.

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. **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. The majority of \$25 and \$1000 par **preferred securities** are "callable" meaning that the issuer may retire the securities at specific prices and dates prior to maturity. Interest/dividend payments on certain preferred issues may be deferred by the issuer for periods of up to 5 to 10 years, depending on the particular issue. The investor would still have income tax liability even though payments would not have been received. Price quoted is per \$25 or \$1,000 share, unless otherwise specified. Current yield is calculated by multiplying the coupon by par value divided by the market price. 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 security, investors may receive more or less than their original purchase price or maturity value, depending on market conditions. Callable bonds may be redeemed by the issuer prior to maturity. Additional call features may exist that could affect yield. Some \$25 or \$1000 par preferred securities are QDI (Qualified Dividend Income) eligible. Information on QDI eligible preferred securities for a reduced tax rate. Many traditional 'dividend paying' perpetual preferred securities (traditional referred securities must be held by investors for a minimum period – 91 days during a 180 day window period, beg

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

Nondiversification: For a portfolio that holds a concentrated or limited number of securities, a decline in the value of these investments would cause the portfolio's overall value to decline to a greater degree than a less concentrated portfolio. 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.

Any type of **continuous or periodic investment plan** does not assure a profit and does not protect against loss in declining markets. Since such a plan involves continuous investment in securities regardless of fluctuating price levels of such securities, the investor should consider his financial ability to continue his purchases through periods of low price levels.

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# Asset Allocation & Time Weighted Performance

as of June 30, 2018

	Alloca	tion		Pe	erformance(%)		
	Market Value (\$)	%	Current Quarter	Fiscal YTD	1 Year	Since Inception	Inception Date
<b>Total Fund</b> Policy Index	35,801,684	100.00	<b>1.63</b> 2.25	<b>4.31</b> 4.72	<b>7.71</b> 7.86	<b>9.43</b> 9.53	07/01/2016
Domestic Equity		1405		5.05		10.00	
Vanguard - Large Cap Value CRSP Lg VL	5,314,778	14.85	1.24 1.26	5.87 5.84	10.19 10.22	13.33 13.35	07/01/2016
Vanguard - Large Cap Growth CRSP Lg Cap Gr	5,617,524	15.69	5.89 5.90	13.76 13.84	19.13 19.37	19.63 19.81	07/01/2016
Connors - Covered Calls S&P 500 Total Return	1,850,442	5.17	2.84 3.43	8.22 9.47	11.96 14.37	15.57 16.15	07/01/2016
Kennedy - Mid Cap Value Russell Midcap Value	930,345	2.60	2.28 2.41	7.52 5.34	13.44 7.60	17.58 11.70	07/01/2016
Congress - Mid Cap Growth Russell Midcap Growth	945,212	2.64	0.76 3.16	5.84 12.57	8.28 18.52	13.03 17.81	07/01/2016
Kayne Anderson - Small Cap Value Russell 2000 VL	924,743	2.58	0.56 8.30	5.42 7.60	12.03 13.10	16.42 18.86	07/01/2016
RBC - Small Cap Growth Russell 2000 Gr	983,411	2.75	9.58 7.23	14.60 14.73	N/A N/A	21.86 20.98	09/01/2017
International Equity							
Lazard - International Value MSCI EAFE Net	2,645,285	7.39	-0.46 -1.24	4.04 1.36	10.17 6.84	11.26 13.38	07/01/2016
Renaissance - International Growth MSCI AC World ex US Net	2,517,646	7.03	-5.80 -2.61	-3.00 1.05	2.35 7.28	11.63 13.69	07/01/2016



# Asset Allocation & Time Weighted Performance

as of June 30, 2018

	Alloca	tion		Performance(%)					
	Market Value (\$)	0/0	Current Quarter	Fiscal YTD	1 Year	Since Inception	Inception Date		
Fixed Income									
Pacific Income - Fixed Income	8,805,355	24.59	0.01	-1.20	-0.60	-0.35	07/01/2016		
BC Gov/Cr Intm			0.01	-1.17	-0.58	-0.40			
Alternatives									
Center Coast - MLPs	1,505,105	4.20	8.53	-6.83	-7.87	-2.68	07/01/2016		
Alerian MLP Index			11.80	-1.58	-4.58	-2.12			
American Core Realty - Private Real Estate	3,248,608	9.07	2.11	6.23	8.23	8.23	07/01/2017		
NCREIF Property Idx			1.81	5.40	7.20	7.20			



# Asset Allocation & Net Dollar Weighted Performance (IRR)

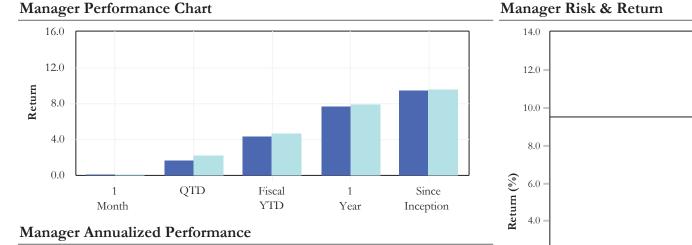
as of June 30, 2018

	0/0	Current Quarter	Fiscal YTD	1 Year	Since Inception	Inception Date
Fotal Fund	100.00	1.49	3.94	7.22	8.93	06/30/2016
Domestic Equity						
Vanguard - Large Cap Value	14.85	1.17	6.27	10.65	13.58	06/30/2016
Vanguard - Large Cap Growth	15.69	5.82	13.93	19.33	19.45	06/30/2016
Connors - Covered Calls	5.17	2.70	7.78	11.39	15.57	06/30/2016
lennedy - Mid Cap Value	2.60	2.16	7.50	13.39	17.59	06/30/2016
Congress - Mid Cap Growth	2.64	0.63	5.52	7.81	12.58	06/30/2016
Kayne Anderson - Small Cap Value	2.58	0.41	5.27	11.89	16.33	06/30/2016
BC - Small Cap Growth	2.75	9.42	14.00	24.21	17.03	06/30/2016
nternational Equity						
azard - International Value	7.39	-0.60	3.67	9.80	10.69	06/30/2016
enaissance - International Growth	7.03	-5.94	-3.38	2.23	11.86	06/30/2016
Fixed Income						
Pacific Income - Fixed Income	24.60	-0.12	-1.57	-1.04	-0.86	06/30/2016
Alternatives						
Center Coast - MLPs	4.20	8.36	-7.27	-8.46	-3.22	06/30/2016
American Core Realty - Private Real Estate	9.07	1.74	5.48	7.15	7.15	06/30/2017
Cash & Equivalents						
Cash	1.43	0.08	0.15	0.21	0.10	06/30/2016



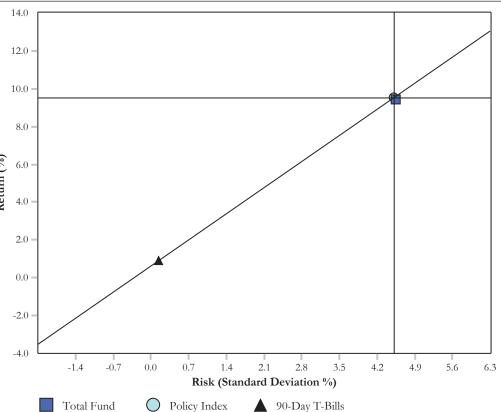
# **Total Fund - Executive Summary**

# as of June 30, 2018



	1 Month	QTD	Fiscal YTD	1 Year	Inception 07/01/2016			
Total Fund	0.08	1.63	4.31	7.71	9.43			
Policy Index	0.16	2.25	4.72	7.86	9.53			
Differences	-0.08	-0.62	-0.41	-0.15	-0.10			
Historic Asset Growth								

	1 Month	QTD	Fiscal YTD	1 Year	Inception 07/01/2016
Total Fund					
Beginning Market Value	35,347	35,428	34,845	34,214	32,898
Net Contributions	437	-148	-400	-827	-2,799
Fees/Expenses	-9	-48	-140	-181	-328
Income	83	189	534	726	1,418
Gain/Loss	-56	381	963	1,869	4,612
Ending Market Value	35,802	35,802	35,802	35,802	35,802



# Modern Portfolio Statistics

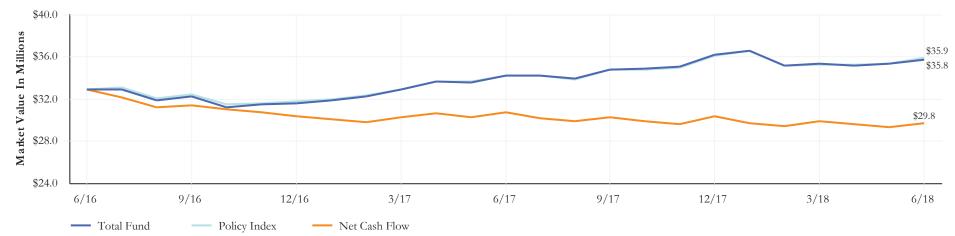
	Return	Standard Deviation	Beta	Maximum Drawdown	Up Market Capture	Down Market Capture	Alpha	Sharpe Ratio	R-Squared	Inception Date
Total Fund	9.43	4.57	1.00	-3.88	99.36	100.28	-0.10	1.80	0.98	07/01/2016
Policy Index	9.53	4.52	1.00	-4.09	100.00	100.00	0.00	1.84	1.00	07/01/2016



Total Fund - Change in Assets & Distribution of Returns

as of June 30, 2018

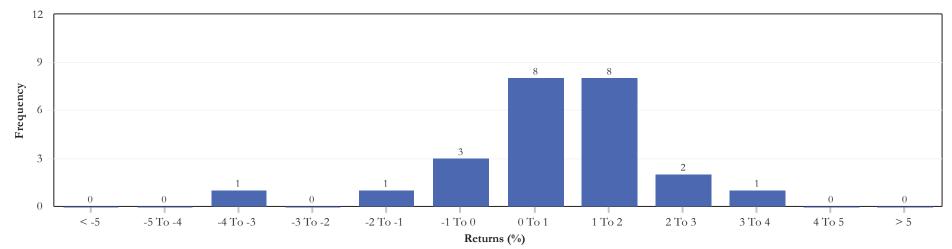
Historic Change in Assets



## Quarterly Change in Assets

_	Market Value As of 04/01/2018	Net Transfers	Contributions	Distributions	Fees	Expenses	Income	Return On Investment	Market Value As of 06/30/2018
Total Fund	35,427.87	-	1,173.82	-1,321.86	-47.91	-	188.76	569.77	35,801.68

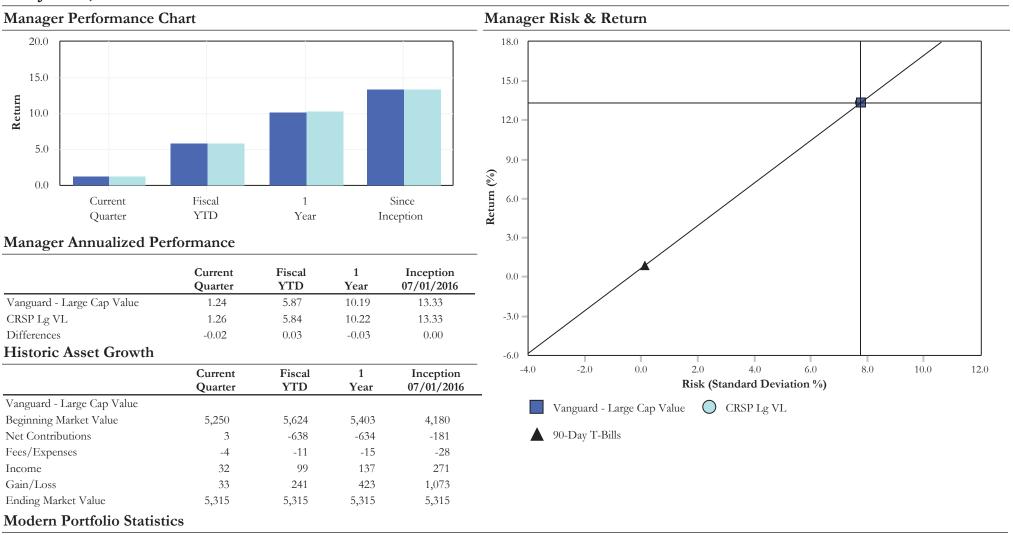
# Distribution of Returns





# Vanguard Large Cap Value - Executive Summary

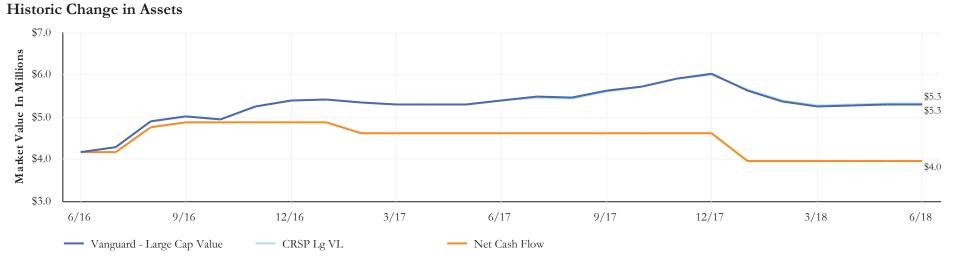
as of June 30, 2018



	Return	Standard Deviation	Beta	Maximum Drawdown	Up Market Capture	Down Market Capture	Alpha	Sharpe Ratio	<b>R-Squared</b>	Inception Date
Vanguard - Large Cap Value	13.33	7.78	1.00	-6.77	100.07	100.19	0.00	1.54	1.00	07/01/2016
CRSP Lg VL	13.33	7.77	1.00	-6.76	100.00	100.00	0.00	1.54	1.00	07/01/2016

# Vanguard Large Cap Value - Change in Assets & Distribution of Returns

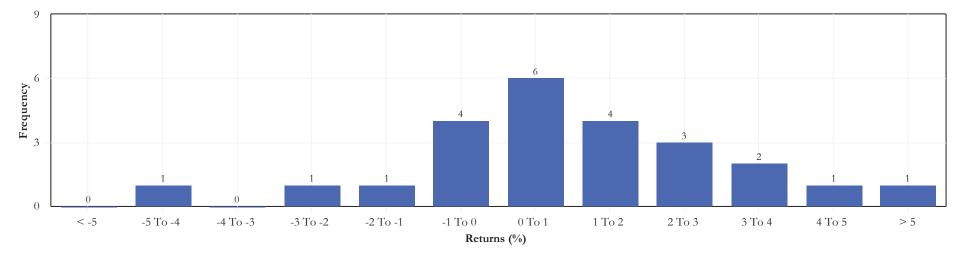
as of June 30, 2018



## **Quarterly Change in Assets**

	Market Value As of 04/01/2018	Net Transfers	Contributions	Distributions	Fees	Expenses	Return On Investment	Market Value As of 06/30/2018
Vanguard - Large Cap Value	5,249,874.97	-	3,458.69	-	-3,535.26	-	64,979.89	5,314,778.29

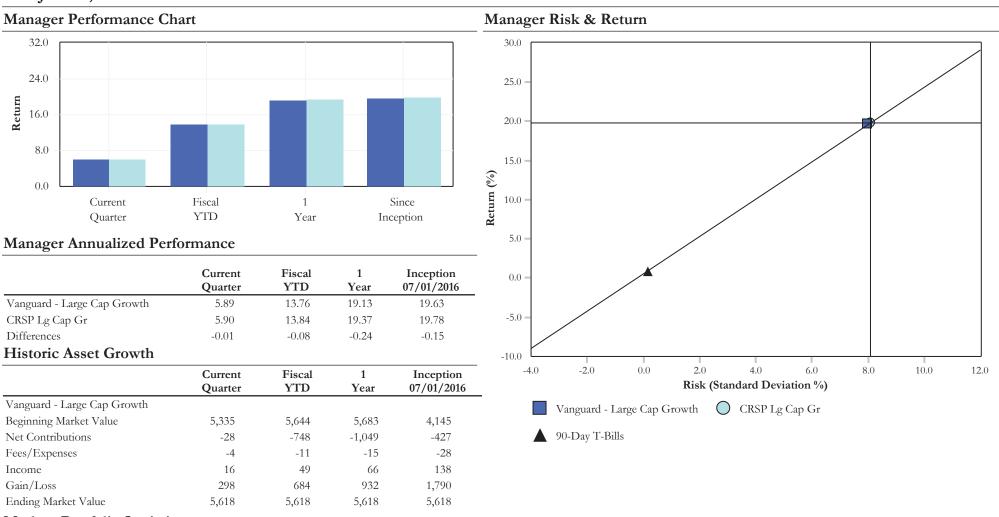
## **Distribution of Returns**





# Vanguard Large Cap Growth - Executive Summary

as of June 30, 2018

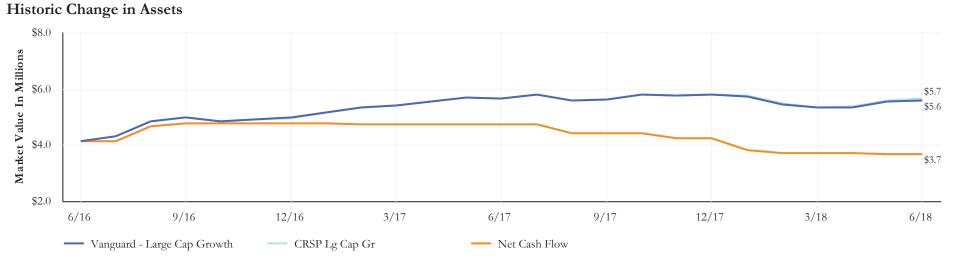


## Modern Portfolio Statistics

	Return	Standard Deviation	Beta	Maximum Drawdown	Up Market Capture	Down Market Capture	Alpha	Sharpe Ratio	R-Squared	Inception Date
Vanguard - Large Cap Growth	19.63	7.99	0.99	-5.33	99.22	99.05	0.06	2.19	1.00	07/01/2016
CRSP Lg Cap Gr	19.78	8.07	1.00	-5.32	100.00	100.00	0.00	2.18	1.00	07/01/2016

# Vanguard Large Cap Growth - Change in Assets & Distribution of Returns

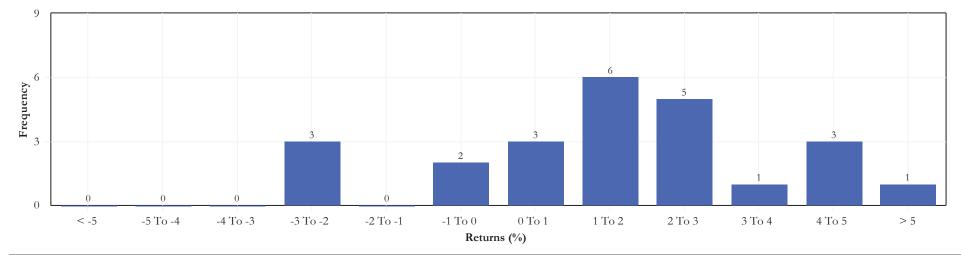
as of June 30, 2018



# **Quarterly Change in Assets**

	Market Value As of 04/01/2018	Net Transfers	Contributions	Distributions	Fees	Expenses	Return On Investment	Market Value As of 06/30/2018
Vanguard - Large Cap Growth	5,335,466.47	-	3,098.14	-31,000.00	-3,585.89	-	313,545.04	5,617,523.76

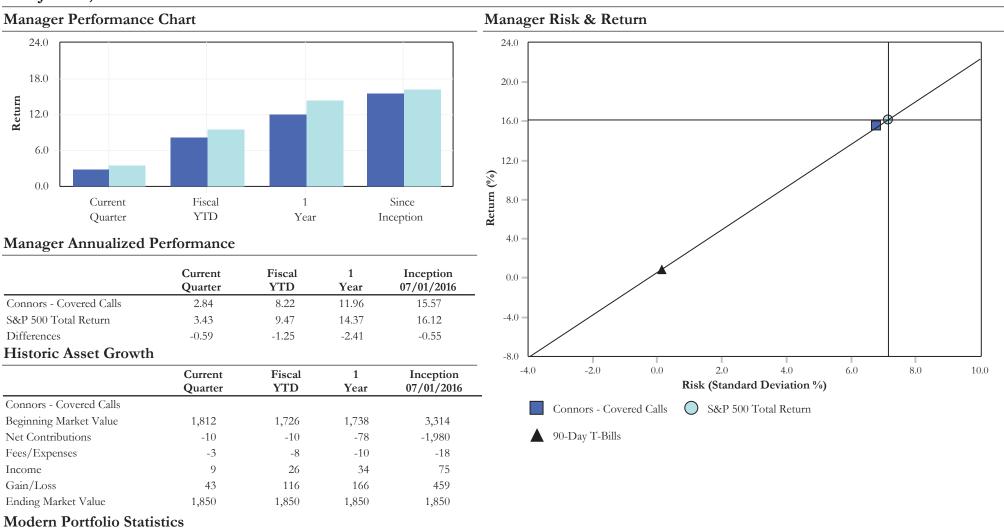
# **Distribution of Returns**





# Connors Covered Call Strategy - Executive Summary

as of June 30, 2018



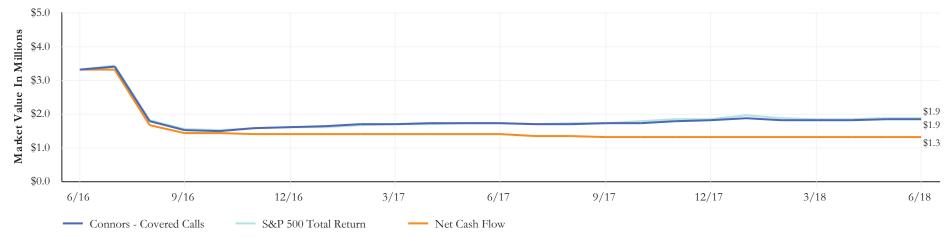
	Return	Standard Deviation	Beta	Maximum Drawdown	Up Market Capture	Down Market Capture	Alpha	Sharpe Ratio	<b>R-Squared</b>	Inception Date
Connors - Covered Calls	15.57	6.80	0.84	-3.93	88.78	58.82	1.98	2.03	0.78	07/01/2016
S&P 500 Total Return	16.12	7.15	1.00	-6.13	100.00	100.00	0.00	2.01	1.00	07/01/2016



# Connors Covered Call Strategy - Change in Assets & Distribution of Returns

# as of June 30, 2018

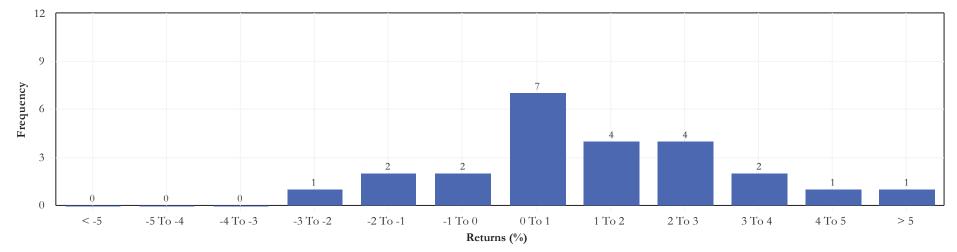
# Historic Change in Assets



## Quarterly Change in Assets

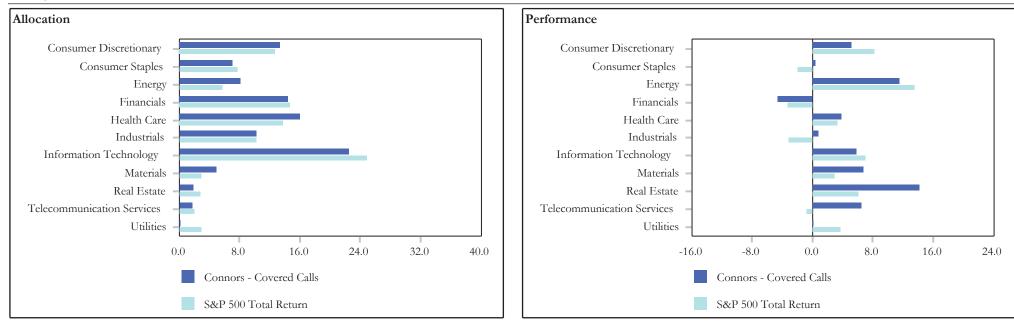
	Market Value As of 04/01/2018	Net Transfers	Contributions	Distributions	Fees	Expenses	Return On Investment	Market Value As of 06/30/2018
Connors - Covered Calls	1,811,512.14	-	-	-10,000.00	-2,572.64	-	51,502.56	1,850,442.06

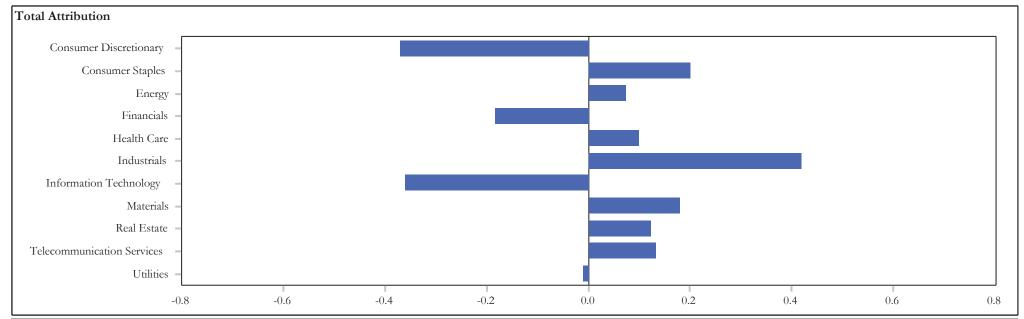
# **Distribution of Returns**



**Connors - Covered Calls - Quarterly Performance Attributes** 

as of June 30, 2018







### Connors - Covered Calls - Quarterly Performance Attributes

#### as of June 30, 2018

	Allocation	- 04/01/2018		- Quarter Ending 30, 2018	Attribution			
	Portfolio	Benchmark	Portfolio	Benchmark	Sector	Stock	Interaction	Total
Consumer Discretionary	13.36	12.67	5.17	8.18	0.03	-0.38	-0.02	-0.37
Consumer Staples	7.03	7.65	0.43	-1.97	0.03	0.18	-0.01	0.20
Energy	8.10	5.74	11.53	13.58	0.24	-0.12	-0.05	0.07
Financials	14.37	14.73	-4.67	-3.23	0.02	-0.21	0.01	-0.18
Health Care	16.09	13.71	3.91	3.28	0.00	0.09	0.02	0.10
Industrials	10.14	10.21	0.87	-3.22	0.00	0.42	0.00	0.42
Information Technology	22.47	24.87	5.79	7.01	-0.09	-0.30	0.03	-0.36
Materials	4.95	2.86	6.78	2.96	-0.01	0.11	0.08	0.18
Real Estate	1.84	2.78	14.26	6.14	-0.03	0.23	-0.08	0.12
Telecommunication Services	1.66	1.92	6.53	-0.77	0.01	0.14	-0.02	0.13
Utilities	0.00	2.86	0.00	3.77	-0.01	0.00	0.00	-0.01
Total	100.00	100.00	3.71	3.40	0.21	0.15	-0.05	0.30

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## Connors - Covered Calls - Portfolio Characteristics

## as of June 30, 2018

Portfolio Characteristics		
	Portfolio	Benchmark
Wtd. Avg. Mkt. Cap (\$000)	168,909,894.07	213,952,552.10
Median Mkt. Cap (\$000)	88,000,169.82	20,691,162.93
Price/Earnings ratio	20.92	20.90
Price/Book ratio	3.23	3.39
5 Yr. EPS Growth Rate (%)	6.21	14.76
Beta	N/A	1.00
Number of Stocks	83	505
Debt to Equity	0.12	2.05

	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
Apple Inc	4.46	3.95	0.51	10.76
Microsoft Corp	4.05	3.29	0.76	8.51
Lowe's Cos Inc.	3.12	0.34	2.78	9.45
JPMorgan Chase & Co	2.95	1.54	1.41	-4.77
Nike Inc	2.94	0.44	2.50	20.26
Stryker Corp	2.87	0.24	2.63	5.23
Emerson Electric Co.	2.78	0.19	2.59	1.91
Wells Fargo & Co	2.70	1.06	1.64	6.58
Energen Corp.	2.68	0.00	2.68	15.84
DowDuPont Inc	2.64	0.66	1.98	4.07
% of Portfolio	31.19	11.71	19.48	

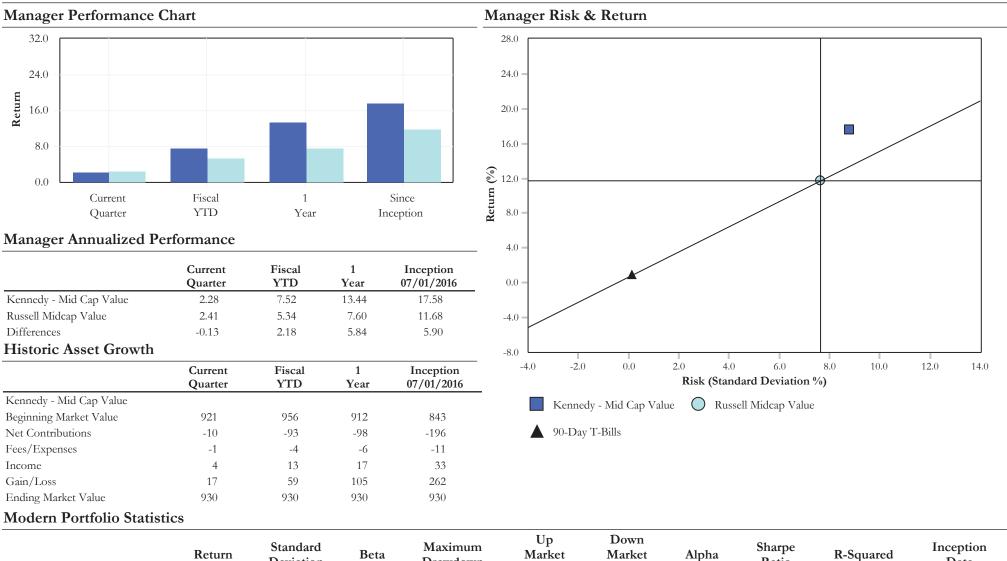
Ten Best Performers				
	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
Nike Inc	2.94	0.44	2.50	20.26
Energen Corp.	2.68	0.00	2.68	15.84
CSX Corp	2.35	0.24	2.11	14.87
Public Storage	1.93	0.15	1.78	14.26
Palo Alto Networks Inc	1.69	0.00	1.69	13.19
Adobe Systems Inc	1.38	0.52	0.86	12.83
Merck & Co Inc.	1.89	0.71	1.18	12.31
Exxon Mobil Corp	1.88	1.52	0.36	12.00
Chevron Corp	2.15	1.05	1.10	11.82
Costco Wholesale Corp	1.66	0.40	1.26	11.23
% of Portfolio	20.55	5.03	15.52	

	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
Western Digital Corp	1.87	0.10	1.77	-15.56
Starbucks Corp	2.08	0.29	1.79	-15.17
DENTSPLY SIRONA Inc	1.55	0.04	1.51	-12.82
Lockheed Martin Corp	1.68	0.32	1.36	-12.02
First American Financial Corp	1.76	0.00	1.76	-11.22
PNC Financial Services Inc.	2.30	0.28	2.02	-10.21
Raytheon Co.	0.44	0.24	0.20	-10.13
3M Co	1.84	0.51	1.33	-9.78
Walgreens Boots Alliance Inc	1.19	0.22	0.97	-7.78
M&T Bank Corp	1.93	0.11	1.82	-7.28
% of Portfolio	16.64	2.11	14.53	



#### Kennedy Mid Cap Value - Executive Summary

as of June 30, 2018



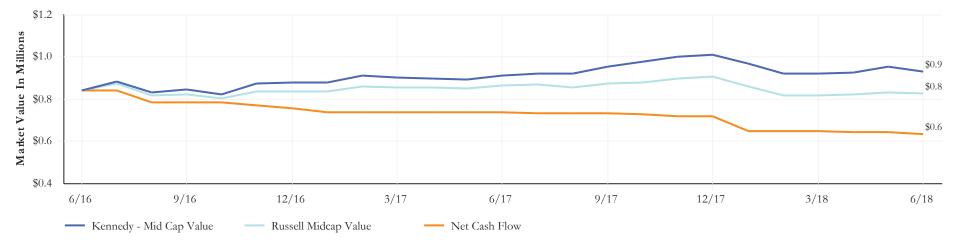
	Return	Standard Deviation	Beta	Maximum Drawdown	Market Capture	Market Capture	Alpha	Sharpe Ratio	<b>R-Squared</b>	Inception Date
Kennedy - Mid Cap Value	17.58	8.78	1.08	-5.04	125.14	78.73	4.47	1.79	0.88	07/01/2016
Russell Midcap Value	11.68	7.62	1.00	-4.93	100.00	100.00	0.00	1.37	1.00	07/01/2016



### Kennedy Mid Cap Value - Change in Assets & Distribution of Returns

as of June 30, 2018

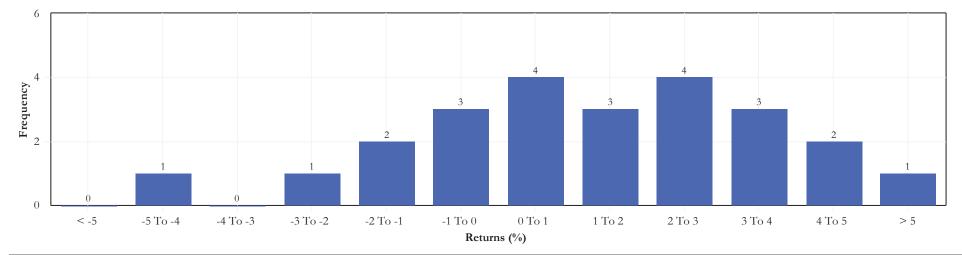
Historic Change in Assets



#### Quarterly Change in Assets

	Market Value As of 04/01/2018	Net Transfers	Contributions	Distributions	Fees	Expenses	Return On Investment	Market Value As of 06/30/2018
Kennedy - Mid Cap Value	920,520.69	-	19,204.50	-29,204.50	-1,416.64	-	21,240.56	930,344.61

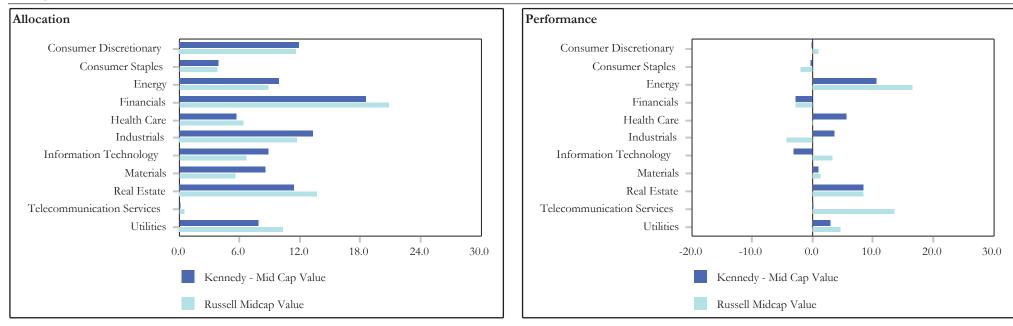
#### **Distribution of Returns**

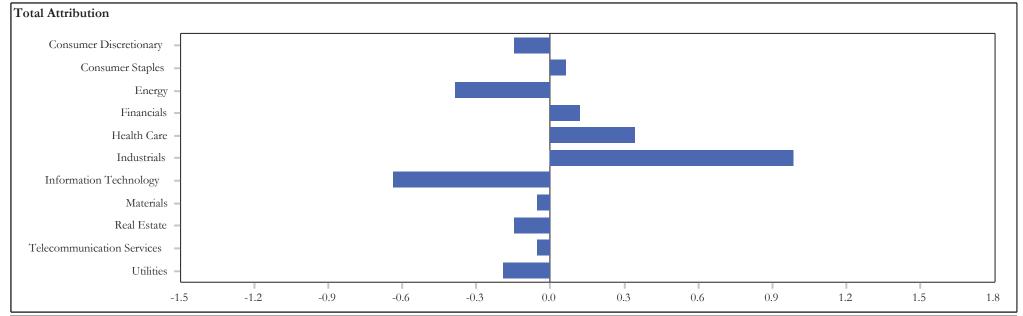




Kennedy - Mid Cap Value - Quarterly Performance Attributes

as of June 30, 2018







## Kennedy - Mid Cap Value - Quarterly Performance Attributes

#### as of June 30, 2018

	Allocation	Decation - 04/01/2018 Performance - Quarter Ending June 30, 2018 Attribution		0.20100 - 04/01/2018		n = 04/01/2018		Attribution		Attribution		
	Portfolio	Benchmark	Portfolio	Benchmark	Sector	Stock	Interaction	Total				
Consumer Discretionary	11.93	11.61	-0.06	1.06	0.02	-0.14	-0.03	-0.15				
Consumer Staples	3.88	3.80	-0.25	-1.96	0.00	0.06	0.00	0.06				
Energy	9.90	8.80	10.56	16.53	0.17	-0.49	-0.07	-0.39				
Financials	18.61	20.88	-2.81	-2.72	0.11	0.01	0.00	0.12				
Health Care	5.63	6.33	5.66	0.15	0.02	0.35	-0.02	0.34				
Industrials	13.36	11.76	3.68	-4.20	-0.11	0.95	0.15	0.99				
Information Technology	8.88	6.63	-3.11	3.34	-0.02	-0.43	-0.20	-0.64				
Materials	8.58	5.57	1.02	1.32	-0.04	0.00	-0.02	-0.06				
Real Estate	11.38	13.75	8.50	8.53	-0.15	0.00	0.00	-0.15				
Telecommunication Services	0.00	0.52	0.00	13.55	-0.06	0.00	0.00	-0.06				
Utilities	7.87	10.34	2.97	4.65	-0.06	-0.18	0.04	-0.19				
Total	100.00	100.00	2.20	2.31	-0.11	0.14	-0.15	-0.11				

All the values for Allocation, Performance and Attribution are expressed in Percentage(%) terms The prices, quotes, or statistics contained herein have been obtained from sources believed to be reliable, however, its accuracy cannot be guaranteed. Past performance is not a guarantee of future results.

## Kennedy - Mid Cap Value - Portfolio Characteristics

## as of June 30, 2018

Portfolio Characteristics		
	Portfolio	Benchmark
Wtd. Avg. Mkt. Cap (\$000)	11,955,191.93	14,224,423.34
Median Mkt. Cap (\$000)	9,435,490.75	7,724,476.25
Price/Earnings ratio	16.31	17.44
Price/Book ratio	2.32	2.10
5 Yr. EPS Growth Rate (%)	19.96	10.08
Beta	N/A	1.00
Number of Stocks	60	596
Debt to Equity	0.71	0.51

	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
Brixmor Property Group Inc	2.33	0.12	2.21	16.34
Centene Corp	2.27	0.07	2.20	15.29
Andeavor	2.26	0.42	1.84	30.98
Reinsurance Group of Amer.	2.24	0.19	2.05	-13.04
Evergy Inc	2.21	0.34	1.87	7.53
Reliance Steel & Aluminum Co	2.20	0.14	2.06	2.64
Gaming and Leisure Properties Inc	2.18	0.10	2.08	8.87
Torchmark Corp	2.16	0.19	1.97	-3.09
Roper Technologies Inc	2.12	0.51	1.61	-1.55
Eagle Materials Inc	2.11	0.01	2.10	2.06
% of Portfolio	22.08	2.09	19.99	

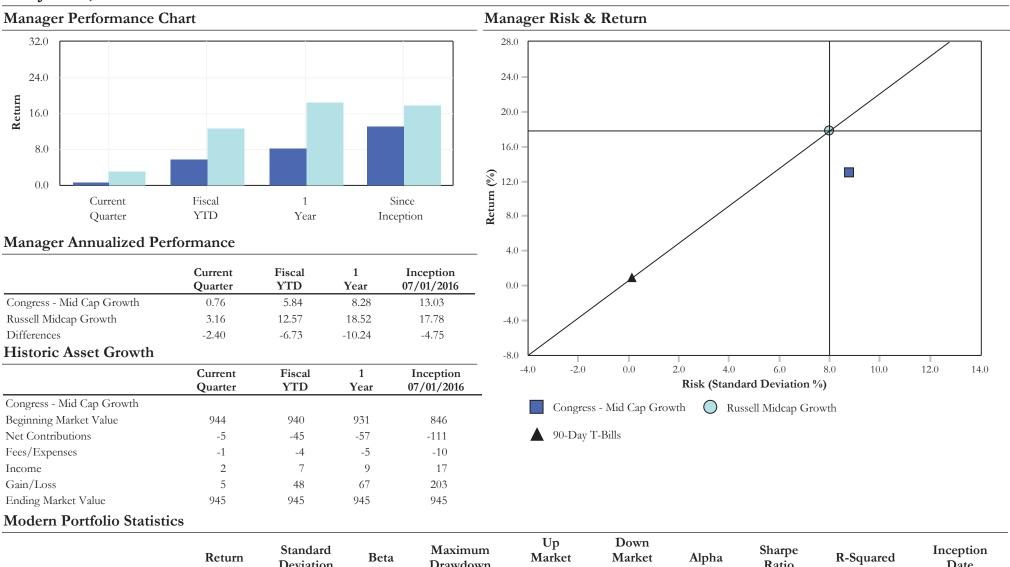
Ten Best Performers				
	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
Diamond Offshore Drilling Inc.	0.71	0.00	0.71	42.29
Andeavor	2.26	0.42	1.84	30.98
Marathon Oil Corp	1.89	0.40	1.49	29.63
Newfield Exploration Co	0.97	0.09	0.88	23.87
UGI Corp	1.98	0.20	1.78	17.84
Brixmor Property Group Inc	2.33	0.12	2.21	16.34
US Foods Holding Corp	1.80	0.17	1.63	15.41
Centene Corp	2.27	0.07	2.20	15.29
Duke Realty Corp	2.06	0.23	1.83	10.41
E*TRADE Financial Corporation	1.18	0.28	0.90	10.38
% of Portfolio	17.45	1.98	15.47	

Ten Worst Performers				
	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
RPC Inc.	0.79	0.01	0.78	-18.76
Lincoln National Corp	1.56	0.31	1.25	-14.39
Ingredion Inc	1.34	0.18	1.16	-13.67
Reinsurance Group of Amer.	2.24	0.19	2.05	-13.04
Mylan NV	1.83	0.42	1.41	-12.22
Goodyear Tire & Rubber Co	1.17	0.13	1.04	-11.89
Norwegian Cruise Line Holdings Ltd	1.44	0.22	1.22	-10.80
ON Semiconductor Corp	0.93	0.00	0.93	-9.10
Trimble Inc	1.60	0.19	1.41	-8.47
Concho Resources Inc	1.78	0.46	1.32	-7.97
% of Portfolio	14.68	2.11	12.57	



#### Congress Mid Cap Growth - Executive Summary

as of June 30, 2018

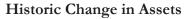


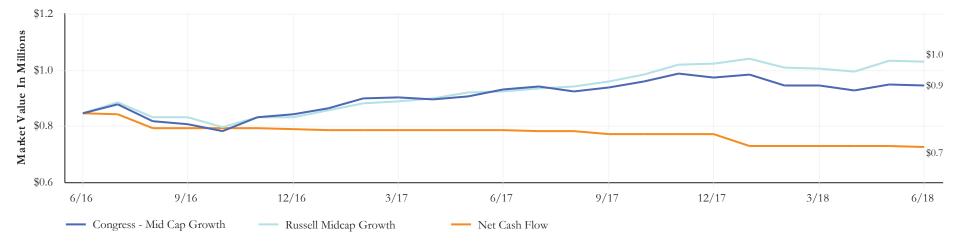
	Return	Standard Deviation	Beta	Maximum Drawdown	Up Market Capture	Down Market Capture	Alpha	Sharpe Ratio	<b>R-Squared</b>	Inception Date
Congress - Mid Cap Growth	13.03	8.78	0.96	-5.32	85.50	124.11	-3.38	1.34	0.77	07/01/2016
Russell Midcap Growth	17.78	8.01	1.00	-4.39	100.00	100.00	0.00	1.99	1.00	07/01/2016



### Congress Mid Cap Growth - Change in Assets & Distribution of Returns

as of June 30, 2018

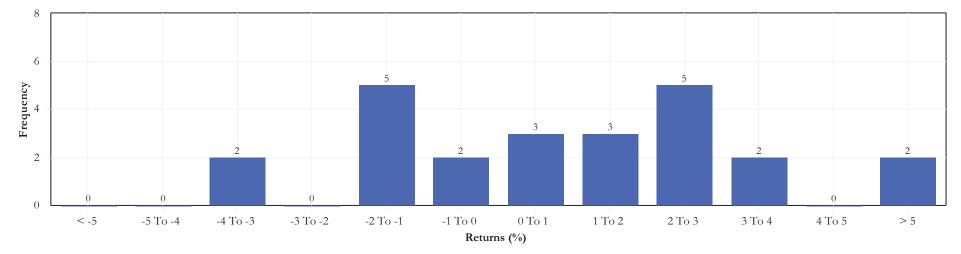




#### Quarterly Change in Assets

	Market Value As of 04/01/2018	Net Transfers	Contributions	Distributions	Fees	Expenses	Return On Investment	Market Value As of 06/30/2018
Congress - Mid Cap Growth	944,245.39	-	-	-5,000.00	-1,339.64	-	7,306.08	945,211.83

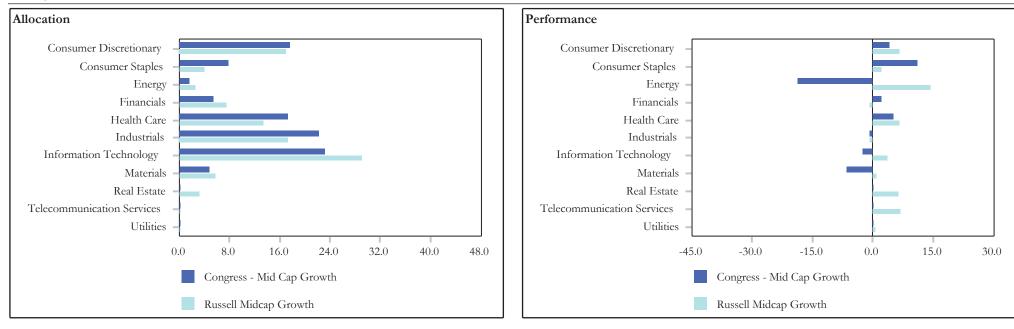
#### **Distribution of Returns**

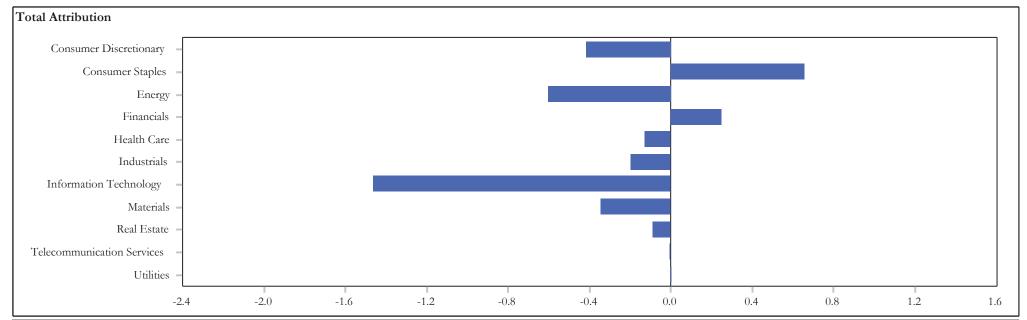




Congress - Mid Cap Growth - Quarterly Performance Attributes

as of June 30, 2018







## Congress - Mid Cap Growth - Quarterly Performance Attributes

as of June 30, 2018

	Allocation	Allocation - 04/01/2018		Performance - Quarter Ending June 30, 2018		Attribution			
	Portfolio	Benchmark	Portfolio	Benchmark	Sector	Stock	Interaction	Total	
Consumer Discretionary	17.67	17.06	4.07	6.61	0.03	-0.42	-0.02	-0.42	
Consumer Staples	7.72	3.99	11.23	2.10	-0.05	0.37	0.33	0.66	
Energy	1.53	2.47	-18.76	14.30	-0.09	-0.84	0.33	-0.60	
Financials	5.41	7.46	2.08	-0.89	0.08	0.25	-0.08	0.25	
Health Care	17.37	13.33	5.11	6.57	0.13	-0.17	-0.10	-0.13	
Industrials	22.20	17.36	-0.82	-0.91	-0.22	0.02	0.01	-0.19	
Information Technology	23.26	29.16	-2.56	3.62	-0.01	-1.82	0.37	-1.46	
Materials	4.84	5.79	-6.39	0.97	0.03	-0.42	0.05	-0.34	
Real Estate	0.00	3.13	0.00	6.30	-0.09	0.00	0.00	-0.09	
Telecommunication Services	0.00	0.21	0.00	6.79	-0.01	0.00	0.00	-0.01	
Utilities	0.00	0.06	0.00	0.65	0.00	0.00	0.00	0.00	
Total	100.00	100.00	1.17	3.50	-0.19	-3.04	0.89	-2.33	

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## Congress - Mid Cap Growth - Portfolio Characteristics

## as of June 30, 2018

Portfolio Characteristics		
	Portfolio	Benchmark
Wtd. Avg. Mkt. Cap (\$000)	9,783,017.34	15,249,415.43
Median Mkt. Cap (\$000)	9,901,437.97	8,581,304.55
Price/Earnings ratio	27.72	27.46
Price/Book ratio	4.54	6.07
5 Yr. EPS Growth Rate (%)	18.43	18.11
Beta	N/A	1.00
Number of Stocks	41	415
Debt to Equity	0.41	1.57

	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
Monolithic Power Systems Inc	3.65	0.19	3.46	15.72
Resmed Inc	3.49	0.50	2.99	5.56
PVH Corp	3.31	0.00	3.31	-1.11
Henry (Jack) & Associates Inc	3.26	0.34	2.92	8.11
Texas Roadhouse Inc	3.15	0.00	3.15	13.81
Raymond James Fin. Inc.	3.01	0.12	2.89	0.27
Burlington Stores Inc	2.99	0.34	2.65	13.05
Cintas Corp	2.97	0.55	2.42	8.49
Lamb Weston Holdings Inc	2.96	0.00	2.96	18.03
Steris Plc	2.92	0.00	2.92	12.81
% of Portfolio	31.71	2.04	29.67	

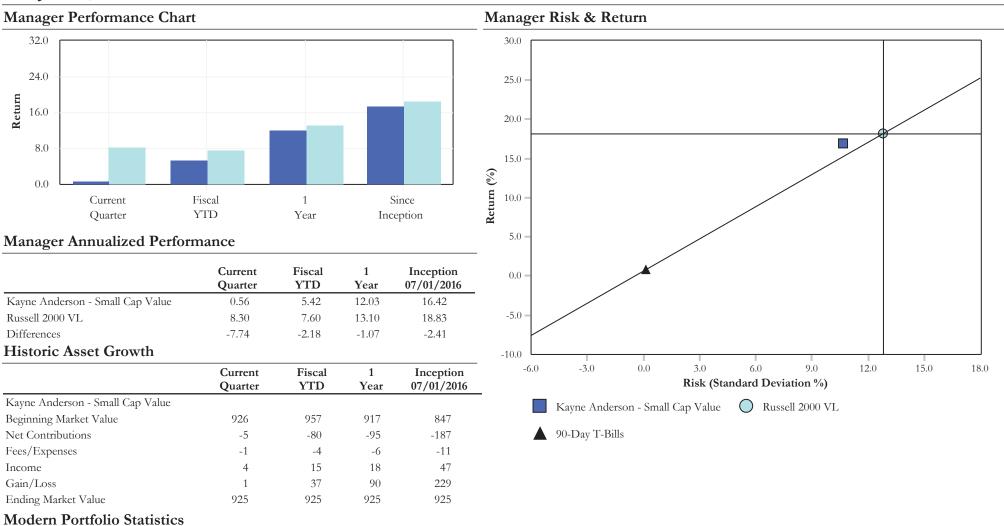
Ten Best Performers				
	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
Lamb Weston Holdings Inc	2.96	0.00	2.96	18.03
Qualys Inc	0.37	0.00	0.37	15.88
Monolithic Power Systems Inc	3.65	0.19	3.46	15.72
Jazz Pharmaceuticals Plc	2.51	0.32	2.19	14.11
Texas Roadhouse Inc	3.15	0.00	3.15	13.81
Burlington Stores Inc	2.99	0.34	2.65	13.05
Steris Plc	2.92	0.00	2.92	12.81
Copart Inc	2.17	0.39	1.78	11.05
Littelfuse Inc	2.32	0.16	2.16	9.80
McCormick & Co Inc	2.92	0.03	2.89	9.66
% of Portfolio	25.96	1.43	24.53	

Ten Worst Performers				
	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
MKS Instruments Inc	2.28	0.18	2.10	-17.10
Cognex Corp	1.69	0.25	1.44	-14.11
LCI Industries	1.41	0.00	1.41	-12.82
Xylem Inc	2.37	0.23	2.14	-12.15
Genpact Ltd	2.41	0.05	2.36	-9.34
Allegion Plc	2.25	0.21	2.04	-9.07
International Flavors & Fragrances Inc	2.37	0.14	2.23	-8.96
Paycom Software Inc	2.17	0.17	2.00	-7.97
IPG Photonics Corp	2.57	0.27	2.30	-5.46
Avery Dennison Corp	2.19	0.31	1.88	-3.44
% of Portfolio	21.71	1.81	19.90	



## Kayne Anderson Small Cap Value - Executive Summary

as of June 30, 2018



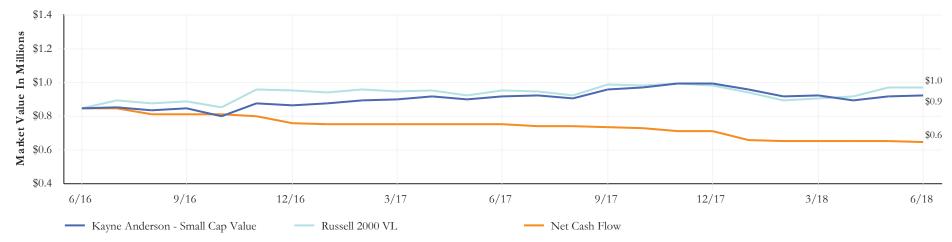
	Return	Standard Deviation	Beta	Maximum Drawdown	Up Market Capture	Down Market Capture	Alpha	Sharpe Ratio	<b>R-Squared</b>	Inception Date
Kayne Anderson - Small Cap Value	16.42	10.92	0.72	-6.64	78.15	57.85	2.90	1.37	0.73	07/01/2016
Russell 2000 VL	18.83	13.06	1.00	-5.00	100.00	100.00	0.00	1.32	1.00	07/01/2016



## Kayne Anderson Small Cap Value - Change in Assets & Distribution of Returns

as of June 30, 2018

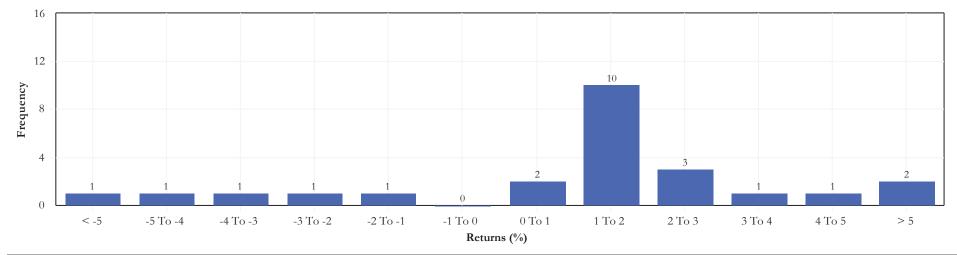
#### Historic Change in Assets



#### **Quarterly Change in Assets**

	Market Value As of 04/01/2018	Net Transfers	Contributions	Distributions	Fees	Expenses	Return On Investment	Market Value As of 06/30/2018
Kayne Anderson - Small Cap Value	925,943.49	-	-	-5,000.00	-1,428.17	-	5,227.65	924,742.97

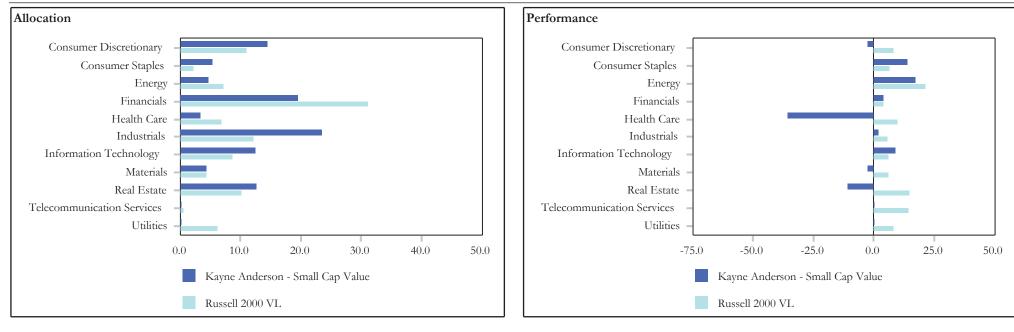
#### **Distribution of Returns**

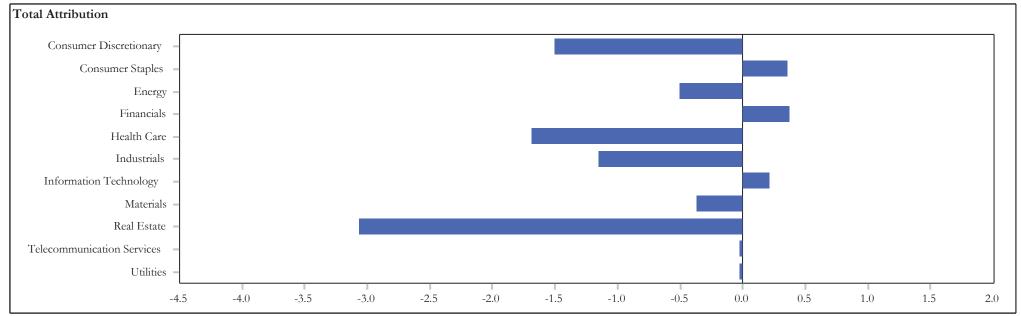




Kayne Anderson - Small Cap Value - Quarterly Performance Attributes

as of June 30, 2018







## Kayne Anderson - Small Cap Value - Quarterly Performance Attributes

#### as of June 30, 2018

	Allocation - 04/01/2018		Performance - Quarter Ending June 30, 2018		Attribution			
	Portfolio	Benchmark	Portfolio	Benchmark	Sector	Stock	Interaction	Total
Consumer Discretionary	14.44	10.88	-2.38	8.12	-0.01	-1.04	-0.45	-1.50
Consumer Staples	5.33	2.18	14.11	6.70	-0.04	0.16	0.24	0.36
Energy	4.56	7.10	17.14	21.61	-0.31	-0.28	0.09	-0.50
Financials	19.61	31.19	3.95	4.21	0.41	-0.09	0.05	0.38
Health Care	3.24	6.85	-35.64	9.66	-0.06	-3.53	1.90	-1.69
Industrials	23.54	12.12	2.05	5.81	-0.26	-0.44	-0.45	-1.15
Information Technology	12.42	8.69	9.21	6.22	-0.10	0.27	0.05	0.21
Materials	4.33	4.30	-2.42	6.03	-0.01	-0.37	0.01	-0.37
Real Estate	12.54	10.02	-10.66	14.73	0.15	-2.52	-0.70	-3.07
Telecommunication Services	0.00	0.47	0.00	14.52	-0.03	0.00	0.00	-0.03
Utilities	0.00	6.21	0.00	8.31	-0.02	0.00	0.00	-0.02
Total	100.00	100.00	0.61	7.99	-0.27	-7.84	0.73	-7.39

All the values for Allocation, Performance and Attribution are expressed in Percentage(%) terms The prices, quotes, or statistics contained herein have been obtained from sources believed to be reliable, however, its accuracy cannot be guaranteed. Past performance is not a guarantee of future results.

## Kayne Anderson - Small Cap Value - Portfolio Characteristics

## as of June 30, 2018

Portfolio	Benchmark
3,820,522.61	2,081,334.93
3,408,760.37	827,104.74
23.31	15.70
4.07	1.66
9.44	7.41
N/A	1.00
29	1,364
0.91	-1.76
	3,820,522.61 3,408,760.37 23.31 4.07 9.44 N/A 29

	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
MGM Growth Properties LLC	5.24	0.00	5.24	16.37
SiteOne Landscape Supply Inc	5.20	0.00	5.20	9.00
Landstar System Inc	5.17	0.00	5.17	-0.27
Core Laboratories NV	4.72	0.00	4.72	17.14
RBC Bearings Inc	4.59	0.00	4.59	3.71
Bank of Hawaii Corp	4.56	0.00	4.56	1.09
Cheesecake Factory Inc. (The)	4.43	0.00	4.43	14.81
Scotts Miracle-Gro	4.35	0.00	4.35	-2.42
Primerica Inc	4.03	0.00	4.03	3.37
WD-40 Co	3.94	0.00	3.94	11.50
% of Portfolio	46.23	0.00	46.23	

	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
Brooks Automation Inc	3.27	0.00	3.27	20.83
National Beverage Corp	1.85	0.00	1.85	20.09
Core Laboratories NV	4.72	0.00	4.72	17.14
MGM Growth Properties LLC	5.24	0.00	5.24	16.37
Houlihan Lokey Inc	3.12	0.00	3.12	15.48
CDW Corp	1.86	0.00	1.86	15.21
Cheesecake Factory Inc. (The)	4.43	0.00	4.43	14.81
WD-40 Co	3.94	0.00	3.94	11.50
First Financial Bankshares Inc	3.84	0.00	3.84	10.37
SiteOne Landscape Supply Inc	5.20	0.00	5.20	9.00
% of Portfolio	37.47	0.00	37.47	

	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
Anika Therapeutics Inc	2.24	0.04	2.20	-35.64
HFF Inc	3.18	0.00	3.18	-30.89
Thor Industries Inc.	3.42	0.00	3.42	-15.12
RE/MAX Holdings Inc	3.81	0.09	3.72	-12.91
Artisan Partners Asset Management Inc	2.31	0.00	2.31	-7.80
Cinemark Holdings Inc	3.86	0.00	3.86	-6.00
Badger Meter Inc.	3.45	0.00	3.45	-4.92
Sally Beauty Holdings Inc	2.76	0.13	2.63	-2.55
Scotts Miracle-Gro	4.35	0.00	4.35	-2.42
Lincoln Electric Holdings Inc	1.87	0.00	1.87	-2.00
% of Portfolio	31.25	0.26	30.99	



21.86

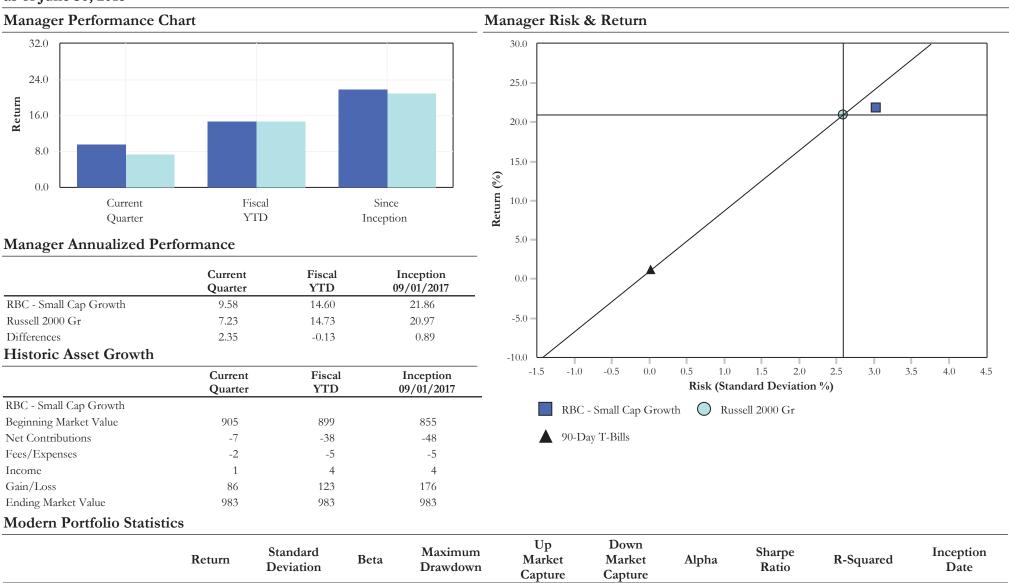
20.97

3.04

2.60

## **RBC** Capital Small Cap Growth - Executive Summary

as of June 30, 2018



The prices, quotes, or statistics contained herein have been obtained from sources believed to be reliable, however, its accuracy cannot be guaranteed. Past performance is not a guarantee of future results.

1.11

1.00

-3.61

-2.85

107.24

100.00

126.62

100.00

-0.14

0.00

0.64

0.71

0.91

1.00

09/01/2017

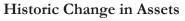
09/01/2017

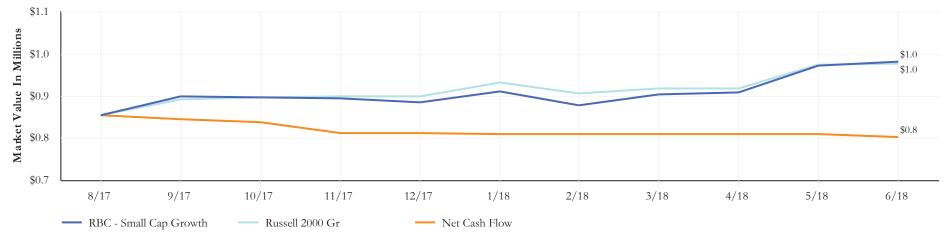
RBC - Small Cap Growth

Russell 2000 Gr

## RBC Capital Small Cap Growth - Change in Assets & Distribution of Returns

as of June 30, 2018

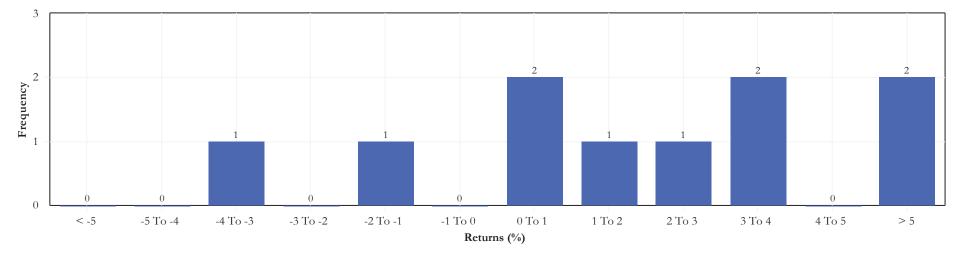




#### **Quarterly Change in Assets**

	Market Value As of 04/01/2018	Net Transfers	Contributions	Distributions	Fees	Expenses	Return On Investment	Market Value As of 06/30/2018
RBC - Small Cap Growth	905,252.54	-	-	-7,000.00	-1,553.95	-	86,712.40	983,410.99

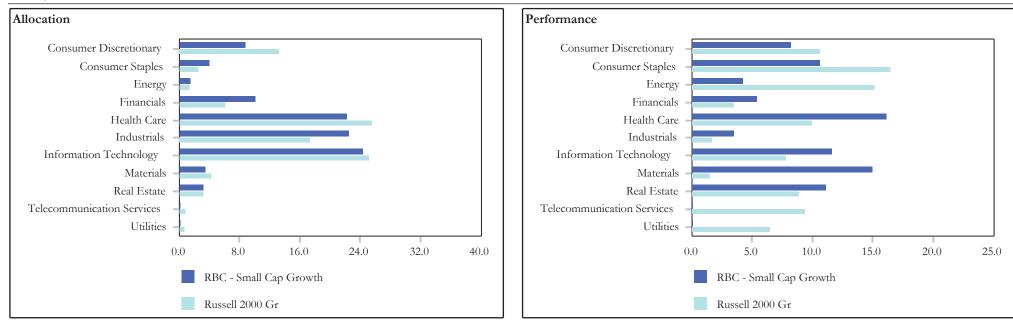
## **Distribution of Returns**

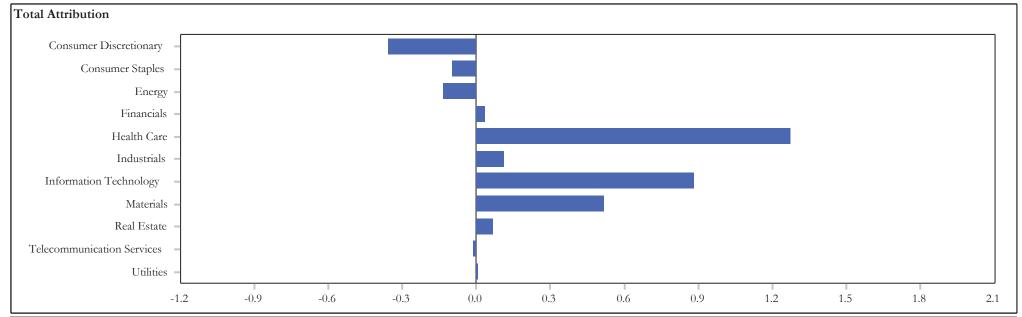




RBC - Small Cap Growth - Quarterly Performance Attributes

as of June 30, 2018







## RBC - Small Cap Growth - Quarterly Performance Attributes

as of June 30, 2018

	Allocation	- 04/01/2018		- Quarter Ending 30, 2018		Attribution		
	Portfolio	Benchmark	Portfolio	Benchmark	Sector	Stock	Interaction	Total
Consumer Discretionary	8.74	13.23	8.18	10.60	-0.15	-0.30	0.09	-0.36
Consumer Staples	3.95	2.50	10.56	16.43	0.12	-0.14	-0.08	-0.10
Energy	1.41	1.29	4.22	15.18	0.02	-0.14	-0.02	-0.14
Financials	10.10	6.09	5.38	3.47	-0.16	0.12	0.08	0.04
Health Care	22.25	25.50	16.14	9.96	-0.07	1.53	-0.19	1.27
Industrials	22.54	17.35	3.50	1.63	-0.32	0.34	0.09	0.11
Information Technology	24.43	25.20	11.58	7.79	-0.01	0.95	-0.06	0.88
Materials	3.45	4.29	15.02	1.48	0.05	0.58	-0.12	0.52
Real Estate	3.13	3.18	11.08	8.84	0.00	0.07	0.00	0.07
Telecommunication Services	0.00	0.73	0.00	9.31	-0.01	0.00	0.00	-0.01
Utilities	0.00	0.63	0.00	6.45	0.01	0.00	0.00	0.01
Total	100.00	100.00	9.70	7.42	-0.53	3.02	-0.21	2.29

All the values for Allocation, Performance and Attribution are expressed in Percentage(%) terms The prices, quotes, or statistics contained herein have been obtained from sources believed to be reliable, however, its accuracy cannot be guaranteed. Past performance is not a guarantee of future results.

## **RBC - Small Cap Growth - Portfolio Characteristics**

## as of June 30, 2018

Portfolio Characteristics		
	Portfolio	Benchmark
Wtd. Avg. Mkt. Cap (\$000)	2,757,107.34	2,415,552.58
Median Mkt. Cap (\$000)	2,144,008.47	1,022,137.24
Price/Earnings ratio	33.25	25.65
Price/Book ratio	3.33	4.33
5 Yr. EPS Growth Rate (%)	10.29	14.47
Beta	N/A	1.00
Number of Stocks	77	1,225
Debt to Equity	0.59	0.52

	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
Neogen Corp	2.81	0.37	2.44	19.70
FirstCash Inc	2.50	0.36	2.14	10.86
Haemonetics Corp	2.19	0.44	1.75	22.58
Balchem Corp	2.15	0.29	1.86	20.05
Bottomline Technologies Inc	2.14	0.18	1.96	28.59
Woodward Inc	2.11	0.37	1.74	7.46
Integer Holdings Corp	1.99	0.13	1.86	14.32
Texas Roadhouse Inc	1.96	0.40	1.56	13.81
Cantel Medical Corp.	1.89	0.00	1.89	-11.71
Pegasystems Inc	1.87	0.00	1.87	-9.60
% of Portfolio	21.61	2.54	19.07	

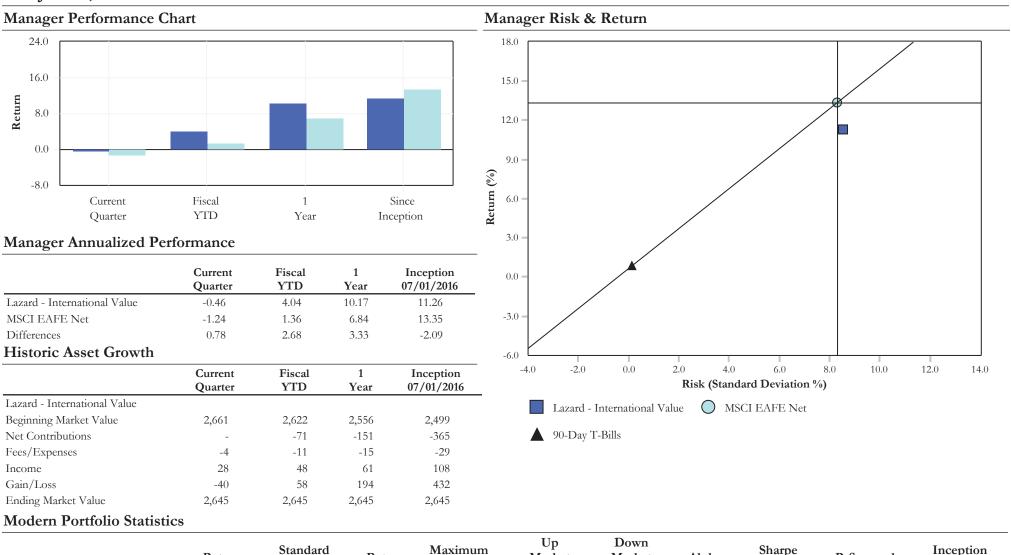
Ten Best Performers				
	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
USA Technologies Inc	0.91	0.07	0.84	55.55
Inogen Inc	0.80	0.30	0.50	51.68
TreeHouse Foods Inc	0.99	0.00	0.99	37.21
Bottomline Technologies Inc	2.14	0.18	1.96	28.59
Medidata Solutions Inc	1.80	0.42	1.38	28.26
Actuant Corp	1.33	0.08	1.25	26.24
HealthEquity Inc	1.83	0.37	1.46	24.05
Haemonetics Corp	2.19	0.44	1.75	22.58
ePlus Inc	1.60	0.12	1.48	21.11
Omnicell Inc	1.67	0.18	1.49	20.85
% of Portfolio	15.26	2.16	13.10	

Ten Worst Performers				
	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
Beacon Roofing Supply Inc	1.00	0.20	0.80	-19.69
LCI Industries	1.01	0.20	0.81	-12.82
Cantel Medical Corp.	1.89	0.00	1.89	-11.71
Sun Hydraulics Corp	1.06	0.12	0.94	-9.87
Pegasystems Inc	1.87	0.00	1.87	-9.60
Envestnet Inc	1.50	0.22	1.28	-4.10
Applied Industrial Technologies Inc	1.58	0.24	1.34	-3.35
Allscripts Healthcare Solutions Inc	0.80	0.02	0.78	-2.83
Multi-Color Corp	1.28	0.00	1.28	-2.04
United Natural Foods Inc	1.06	0.00	1.06	-0.65
% of Portfolio	13.05	1.00	12.05	



#### Lazard International Value - Executive Summary

as of June 30, 2018



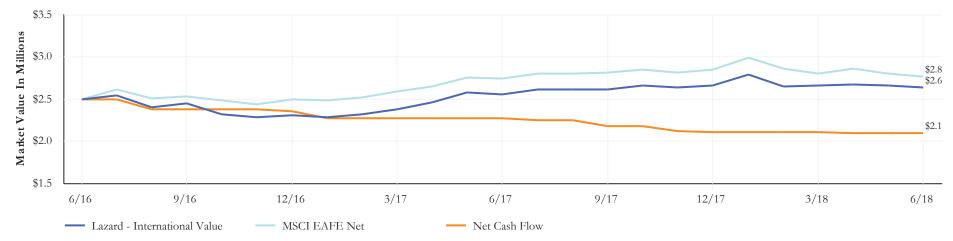
	Return	Standard Deviation	Beta	Maximum Drawdown	Up Market Capture	Down Market Capture	Alpha	Sharpe Ratio	<b>R-Squared</b>	Inception Date
Lazard - International Value	11.26	8.56	0.90	-6.65	89.37	96.21	-0.54	1.19	0.76	07/01/2016
MSCI EAFE Net	13.35	8.31	1.00	-7.40	100.00	100.00	0.00	1.44	1.00	07/01/2016



#### Lazard International Value - Change in Assets & Distribution of Returns

as of June 30, 2018

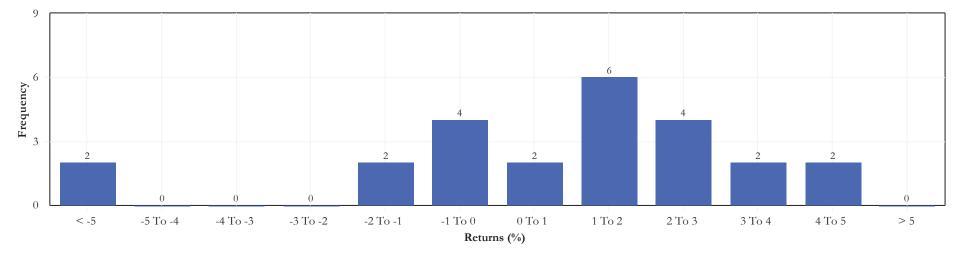
Historic Change in Assets



#### Quarterly Change in Assets

	Market Value As of 04/01/2018	Net Transfers	Contributions	Distributions	Fees	Expenses	Return On Investment	Market Value As of 06/30/2018
Lazard - International Value	2,661,277.55	-	113,761.01	-113,761.01	-3,774.74	-	-12,218.03	2,645,284.78

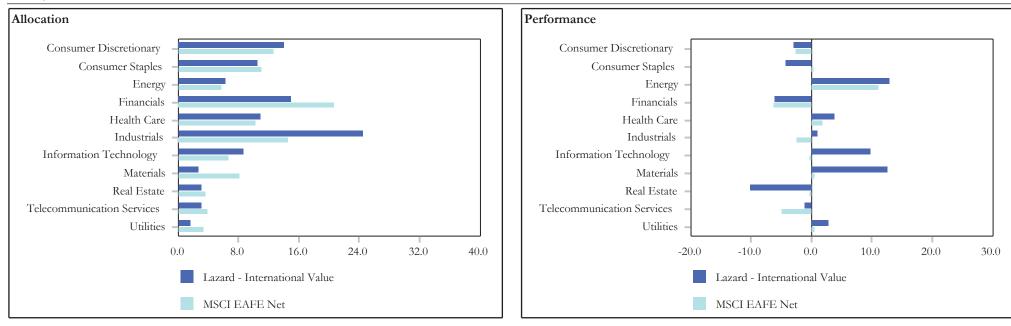
#### **Distribution of Returns**

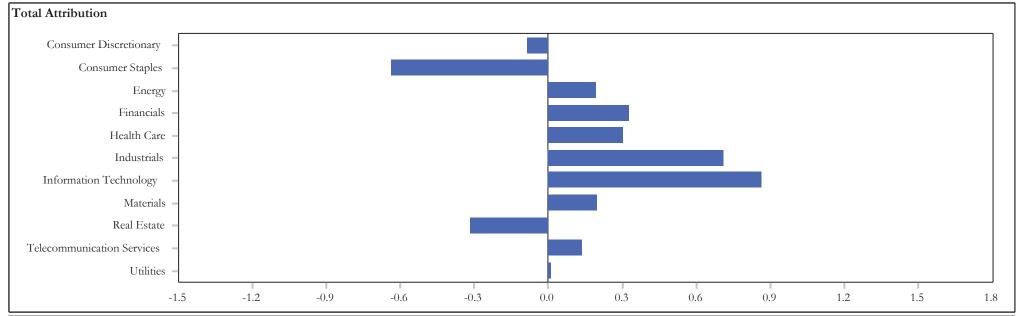




Lazard - International Value - Quarterly Performance Attributes

as of June 30, 2018







## Lazard - International Value - Quarterly Performance Attributes

as of June 30, 2018

	Allocation	- 04/01/2018		ormance - Quarter Ending June 30, 2018		Attribution		
	Portfolio	Benchmark	Portfolio	Benchmark	Sector	Stock	Interaction	Total
Consumer Discretionary	14.02	12.62	-2.97	-2.55	-0.02	-0.06	-0.01	-0.09
Consumer Staples	10.40	10.98	-4.19	0.43	-0.07	-0.49	-0.08	-0.64
Energy	6.28	5.64	12.98	11.16	0.10	0.10	0.00	0.19
Financials	14.96	20.69	-6.13	-6.34	0.30	0.06	-0.03	0.33
Health Care	10.88	10.18	3.90	1.80	0.07	0.21	0.02	0.30
Industrials	24.52	14.57	1.05	-2.41	-0.13	0.51	0.33	0.71
Information Technology	8.62	6.60	9.75	-0.31	0.03	0.64	0.20	0.86
Materials	2.65	8.12	12.56	0.60	-0.11	0.93	-0.63	0.19
Real Estate	3.04	3.55	-10.26	-0.37	-0.01	-0.36	0.05	-0.32
Telecommunication Services	3.06	3.79	-1.21	-4.87	0.03	0.13	-0.03	0.14
Utilities	1.58	3.27	2.78	0.53	-0.03	0.09	-0.05	0.01
Total	100.00	100.00	0.37	-1.33	0.16	1.76	-0.23	1.69



## Lazard - International Value - Portfolio Characteristics

## as of June 30, 2018

Portfolio Characteristics		
	Portfolio	Benchmark
Wtd. Avg. Mkt. Cap (\$000)	70,131,930.69	59,946,964.61
Median Mkt. Cap (\$000)	39,061,787.04	11,374,751.69
Price/Earnings ratio	13.50	14.10
Price/Book ratio	2.61	2.15
5 Yr. EPS Growth Rate (%)	6.65	10.98
Beta	N/A	1.00
Number of Stocks	50	926
Debt to Equity	0.82	-0.76

	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
SAP AG	3.62	0.79	2.83	11.59
Prudential PLC	3.41	0.41	3.00	-8.98
Ryohin Keikaku Co Ltd	3.30	0.06	3.24	6.38
Royal Dutch Shell PLC	3.29	1.11	2.18	9.93
Accenture PLC	3.24	0.00	3.24	7.53
Wolters Kluwer NV	3.20	0.11	3.09	7.65
Shire PLC	2.99	0.36	2.63	12.99
Medtronic PLC	2.95	0.00	2.95	6.72
BHP Billiton Ltd	2.89	0.56	2.33	12.56
Daiwa House Industry Co Ltd	2.87	0.13	2.74	-10.26
% of Portfolio	31.76	3.53	28.23	

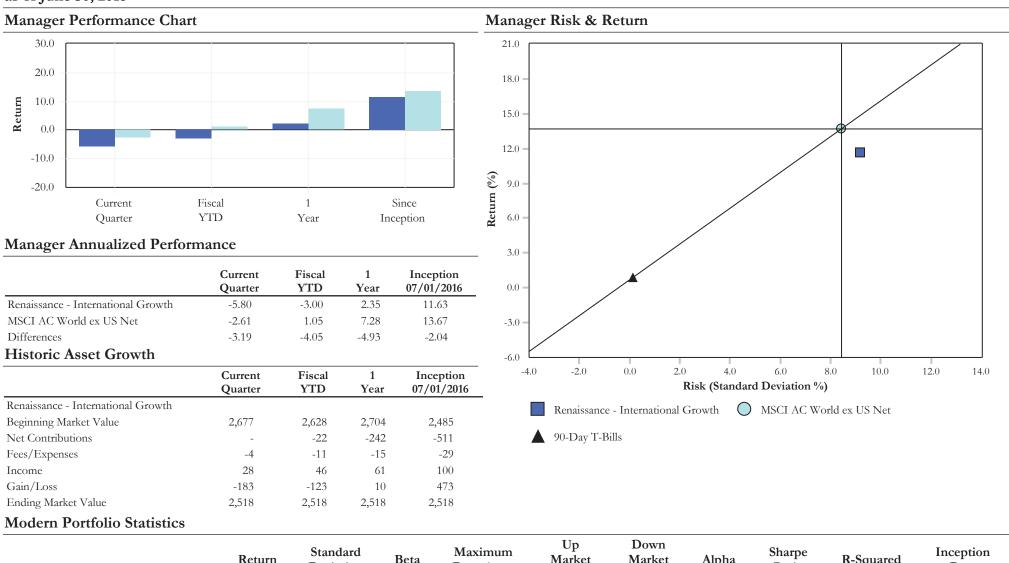
Ten Best Performers				
	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
UBI Soft Entertainment SA	1.40	0.06	1.34	30.21
Suncor Energy Inc.	2.15	0.00	2.15	18.71
Safran SA	2.48	0.28	2.20	16.78
Shire PLC	2.99	0.36	2.63	12.99
Equinor ASA	1.08	0.22	0.86	12.61
BHP Billiton Ltd	2.89	0.56	2.33	12.56
Canadian National Railway	1.42	0.00	1.42	12.44
SAP AG	3.62	0.79	2.83	11.59
Informa Plc	1.21	0.10	1.11	11.44
Ashtead Group PLC	1.60	0.10	1.50	10.27
% of Portfolio	20.84	2.47	18.37	

	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
Continental AG	0.89	0.18	0.71	-15.55
Valeo SA	1.97	0.09	1.88	-15.11
CIE Gen Des Etablis Michelin	2.01	0.14	1.87	-15.00
Komatsu Ltd	1.62	0.18	1.44	-13.22
British American Tobacco	2.69	0.81	1.88	-11.38
Daiwa House Industry Co Ltd	2.87	0.13	2.74	-10.26
Nordea Bank AB	0.84	0.20	0.64	-9.34
Prudential PLC	3.41	0.41	3.00	-8.98
Sumitomo Mitsui Fin Gp	2.09	0.36	1.73	-8.59
Makita Corp	2.30	0.07	2.23	-8.32
% of Portfolio	20.69	2.57	18.12	



## Renaissance International Growth - Executive Summary

as of June 30, 2018



	Return	Standard Deviation	Beta	Maximum Drawdown	Up Market Capture	Down Market Capture	Alpha	Sharpe Ratio	<b>R-Squared</b>	Inception Date
Renaissance - International Growth	11.63	9.21	1.04	-10.85	95.14	110.68	-2.21	1.14	0.90	07/01/2016
MSCI AC World ex US Net	13.67	8.43	1.00	-8.84	100.00	100.00	0.00	1.46	1.00	07/01/2016

## Renaissance International Growth - Change in Assets & Distribution of Returns

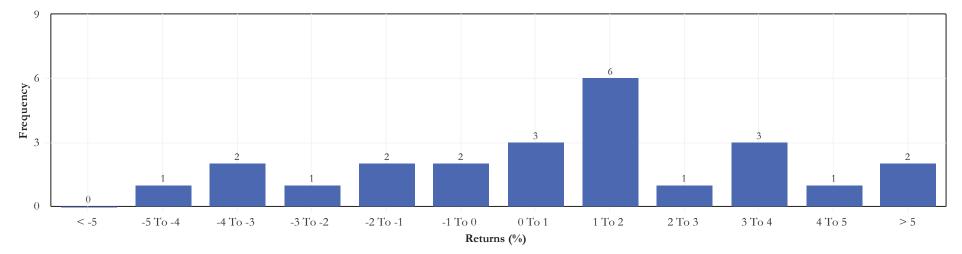
as of June 30, 2018



#### **Quarterly Change in Assets**

	Market Value As of 04/01/2018	Net Transfers	Contributions	Distributions	Fees	Expenses	Return On Investment	Market Value As of 06/30/2018
Renaissance - International Growth	2,676,504.93	-	104,122.54	-104,122.54	-3,799.26	-	-155,059.89	2,517,645.78

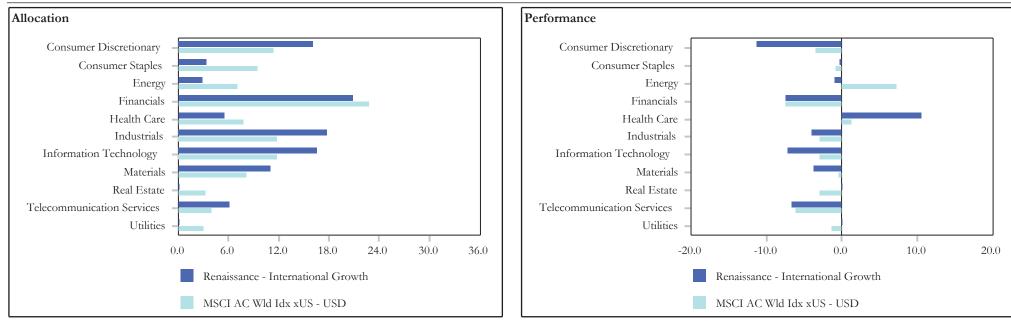
#### **Distribution of Returns**

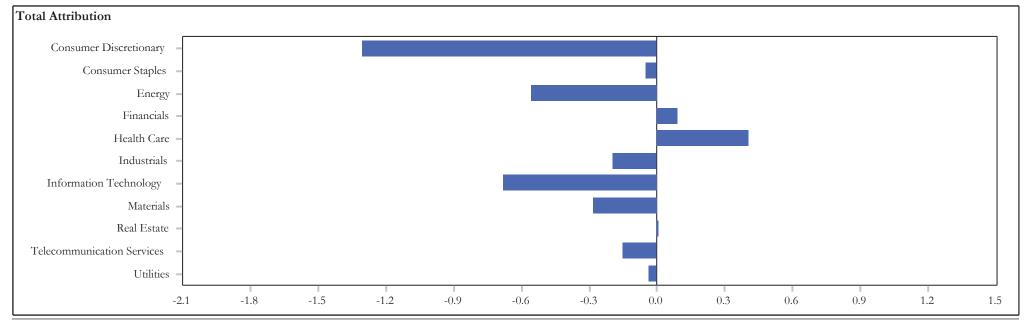




Renaissance - International Growth - Quarterly Performance Attributes

as of June 30, 2018







## Renaissance - International Growth - Quarterly Performance Attributes

#### as of June 30, 2018

	Allocation - 04/01/2018		Performance - Quarter Ending June 30, 2018		Attribution			
	Portfolio	Benchmark	Portfolio	Benchmark	Sector	Stock	Interaction	Total
Consumer Discretionary	16.11	11.36	-11.27	-3.39	-0.01	-0.92	-0.38	-1.30
Consumer Staples	3.37	9.41	-0.32	-0.75	-0.08	0.08	-0.05	-0.05
Energy	2.81	7.02	-0.99	7.24	-0.40	-0.49	0.33	-0.56
Financials	20.86	22.77	-7.36	-7.35	0.08	0.03	-0.02	0.09
Health Care	5.47	7.71	10.65	1.34	-0.08	0.69	-0.20	0.40
Industrials	17.80	11.80	-3.92	-2.90	-0.02	-0.12	-0.06	-0.20
Information Technology	16.54	11.79	-7.18	-2.86	0.00	-0.49	-0.19	-0.68
Materials	10.96	8.11	-3.66	-0.45	0.06	-0.26	-0.09	-0.28
Real Estate	0.00	3.19	0.00	-2.87	0.01	0.00	0.00	0.01
Telecommunication Services	6.08	3.87	-6.66	-6.05	-0.09	-0.03	-0.03	-0.15
Utilities	0.00	2.97	0.00	-1.35	-0.04	0.00	0.00	-0.04
Total	100.00	100.00	-5.42	-2.64	-0.58	-1.51	-0.68	-2.77

All the values for Allocation, Performance and Attribution are expressed in Percentage(%) terms The prices, quotes, or statistics contained herein have been obtained from sources believed to be reliable, however, its accuracy cannot be guaranteed. Past performance is not a guarantee of future results.

## Renaissance - International Growth - Portfolio Characteristics

## as of June 30, 2018

Portfolio Characteristics		
	Portfolio	Benchmark
Wtd. Avg. Mkt. Cap (\$000)	41,872,988.01	65,830,632.13
Median Mkt. Cap (\$000)	23,709,513.58	8,122,062.92
Price/Earnings ratio	12.63	14.05
Price/Book ratio	2.09	2.22
5 Yr. EPS Growth Rate (%)	15.03	11.91
Beta	N/A	1.00
Number of Stocks	54	2,154
Debt to Equity	0.68	-0.22

	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
AerCap Holdings NV	2.54	0.03	2.51	6.76
Capgemini SE	2.51	0.10	2.41	9.79
Oil Co LUKOIL PJSC	2.45	0.14	2.31	-0.06
DBS Group Holdings Ltd	2.44	0.17	2.27	-3.47
Jazz Pharmaceuticals Plc	2.33	0.00	2.33	14.11
NXP Semiconductors NV	2.31	0.18	2.13	-6.61
China Eastern Airlines Corp Ltd	2.30	0.00	2.30	-6.23
Magna International Inc.	2.28	0.10	2.18	3.83
Icon PLC	2.23	0.00	2.23	12.18
Arkema	2.14	0.04	2.10	-7.16
% of Portfolio	23.53	0.76	22.77	

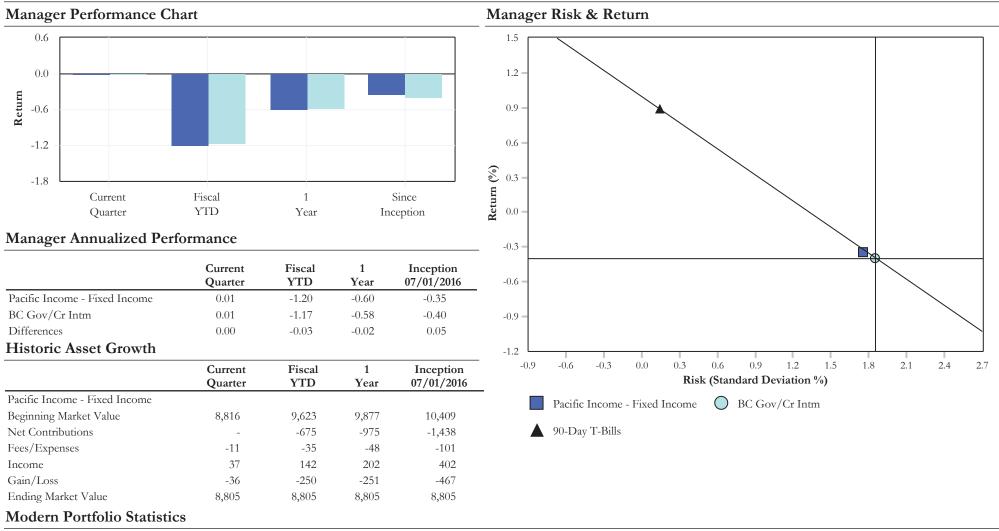
Ten Best Performers				
	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
Stars Group Inc	1.58	0.00	1.58	31.46
Safran SA	1.91	0.19	1.72	16.78
Jazz Pharmaceuticals Plc	2.33	0.00	2.33	14.11
Canadian National Railway	2.09	0.29	1.80	12.44
Royal Dutch Shell PLC	1.70	0.76	0.94	12.28
Icon PLC	2.23	0.00	2.23	12.18
Capgemini SE	2.51	0.10	2.41	9.79
Stora Enso OYJ, Helsinki	1.60	0.05	1.55	9.54
Baidu Inc	1.62	0.32	1.30	8.88
olseley PLC	1.98	0.09	1.89	8.44
% of Portfolio	19.55	1.80	17.75	

	Portfolio Weight (%)	Benchmark Weight (%)	Active Weight (%)	Quarterly Return (%)
Advanced Semiconductor Eng	1.67	0.04	1.63	-36.64
Pandora AS	1.21	0.04	1.17	-34.84
Renault SA	1.81	0.08	1.73	-26.56
Mitsubishi Electric Corp	1.65	0.12	1.53	-16.70
Toray Industries Inc	1.60	0.05	1.55	-16.17
Valeo SA	1.66	0.06	1.60	-15.11
Taiwan Semiconductor	1.83	0.84	0.99	-13.37
Orix Corp	2.01	0.10	1.91	-12.07
Carnival PLC	1.68	0.05	1.63	-11.32
Bridgestone Corp	1.69	0.11	1.58	-10.11
% of Portfolio	16.81	1.49	15.32	



#### Pacific Income Advisors - Executive Summary

#### as of June 30, 2018



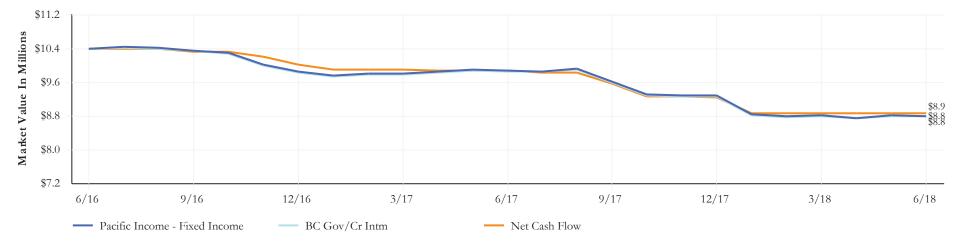
	Return	Standard Deviation	Beta	Maximum Drawdown	Up Market Capture	Down Market Capture	Alpha	Sharpe Ratio	<b>R-Squared</b>	Inception Date
Pacific Income - Fixed Income	-0.35	1.76	0.94	-2.13	96.28	95.03	0.02	-0.69	0.99	07/01/2016
BC Gov/Cr Intm	-0.40	1.86	1.00	-2.26	100.00	100.00	0.00	-0.68	1.00	07/01/2016



## Pacific Income Advisors - Change in Assets & Distribution of Returns

as of June 30, 2018

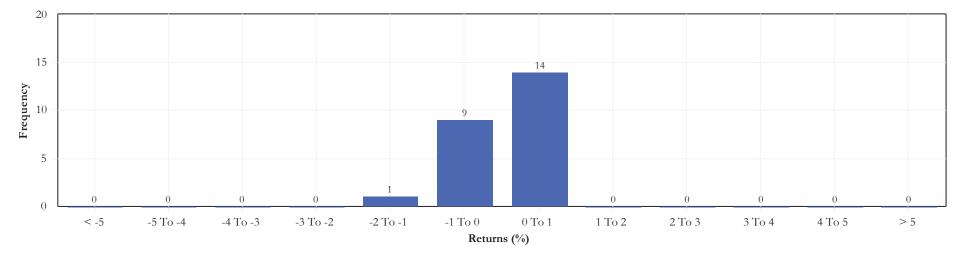
Historic Change in Assets



#### Quarterly Change in Assets

	Market Value As of 04/01/2018	Net Transfers	Contributions	Distributions	Fees	Expenses	Return On Investment	Market Value As of 06/30/2018
Pacific Income - Fixed Income	8,816,283.00	-	-	-	-11,431.95	-	503.87	8,805,354.92

#### **Distribution of Returns**





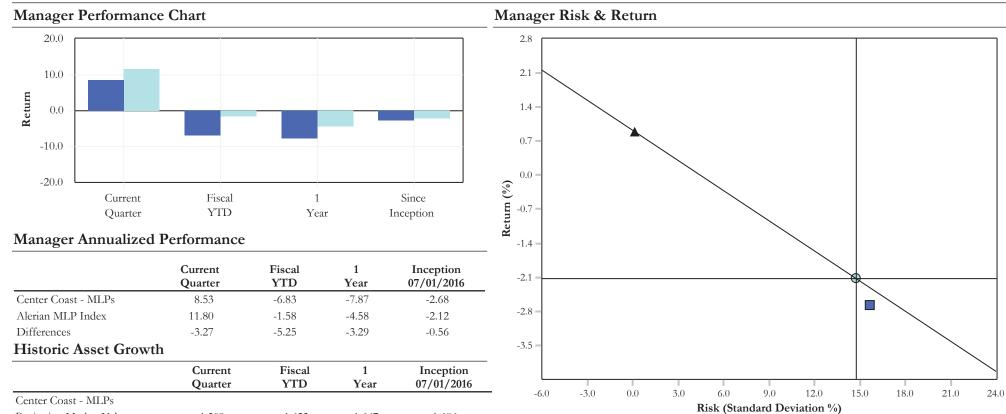
#### Center Coast MLP - Executive Summary

#### as of June 30, 2018

Beginning Market Value

Net Contributions

Fees/Expenses Income



Gain/Loss	90	-196
Ending Market Value	1,505	1,505
Modern Portfolio Stat	istics	

1,389

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-2

28

1,623

\_

-8

86

1,647

-3

-10

114

-243

1,505

1,686

-78

-22

217

-298

1,505

	Return	Standard Deviation	Beta	Maximum Drawdown	Up Market Capture	Down Market Capture	Alpha	Sharpe Ratio	R-Squared	Inception Date
Center Coast - MLPs	-2.68	15.70	1.04	-22.28	104.11	105.89	-0.38	-0.15	0.95	07/01/2016
Alerian MLP Index	-2.12	14.74	1.00	-21.11	100.00	100.00	0.00	-0.13	1.00	07/01/2016

Center Coast - MLPs

Alerian MLP Index

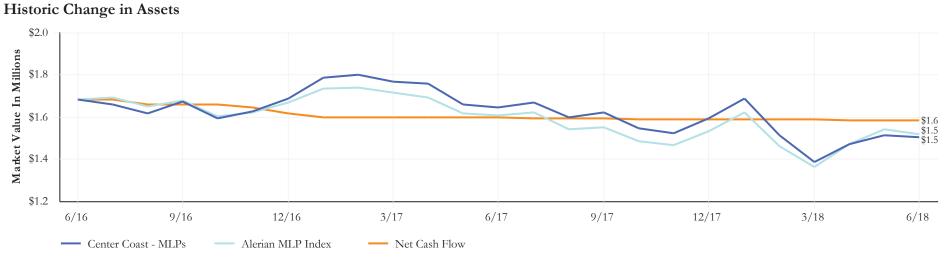
90-Day T-Bills

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## Center Coast MLP - Change in Assets & Distribution of Returns

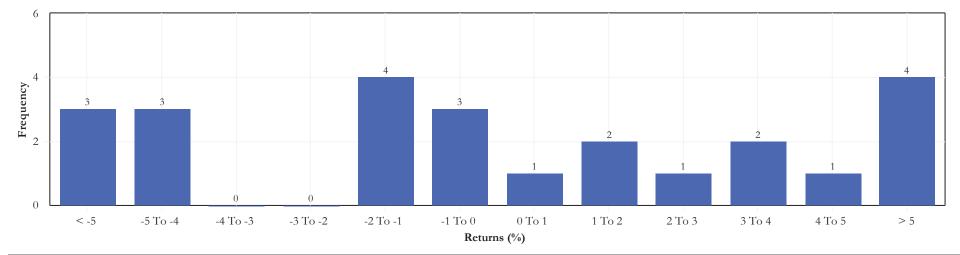
as of June 30, 2018



#### Quarterly Change in Assets

	Market Value As of 04/01/2018	Net Transfers	Contributions	Distributions	Fees	Expenses	Return On Investment	Market Value As of 06/30/2018
Center Coast - MLPs	1,389,025.20	-	-	-	-2,250.66	-	118,330.90	1,505,105.44

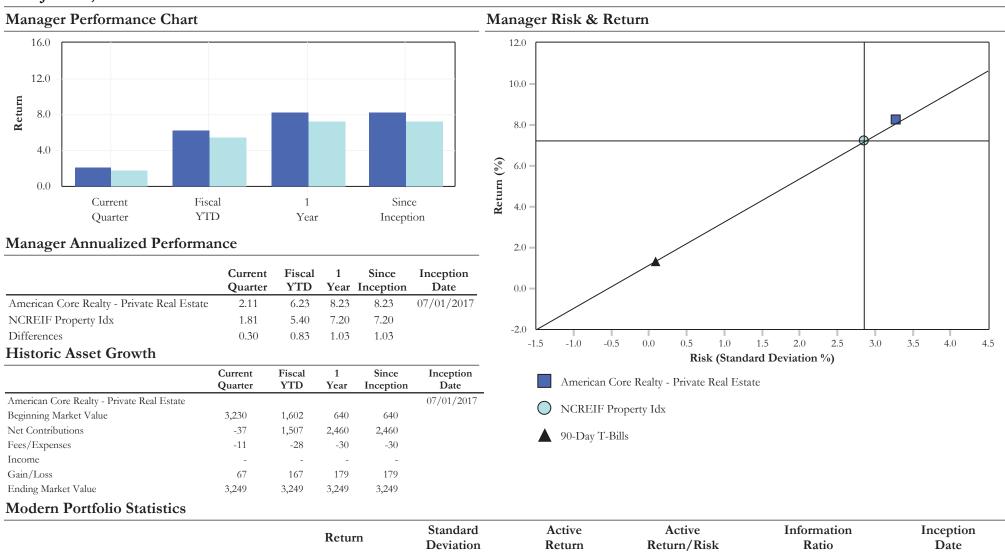
## **Distribution of Returns**





#### American Core Realty - Private Real Estate - Executive Summary

as of June 30, 2018



3.28

2.86

0.98

0.00

0.30

0.00

1.66

N/A

8.23

7.20



07/01/2017

07/01/2017

American Core Realty - Private Real Estate

NCREIF Property Idx

The prices, quotes, or statistics contained herein have been obtained from sources believed to be reliable, however, its accuracy cannot be guaranteed. Past performance is not a guarantee of future results.

#### American Core Realty - Private Real Estate - Change in Assets & Distribution of Returns

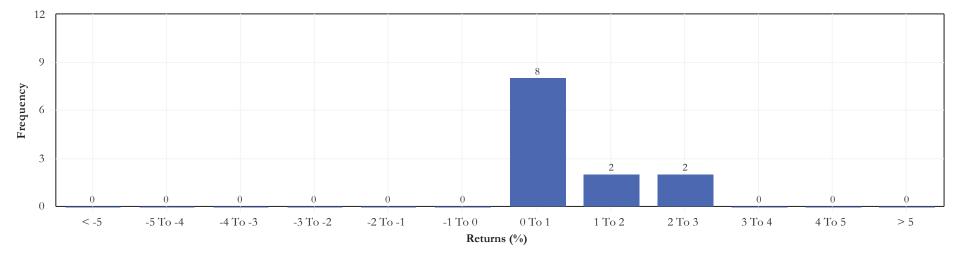
as of June 30, 2018



#### **Quarterly Change in Assets**

	Market Value As of 04/01/2018	Net Transfers	Contributions	Distributions	Fees	Expenses	Return On Investment	Market Value As of 06/30/2018
American Core Realty - Private Real Estate	3,229,558.30	-	2,158.98	-39,376.48	-11,225.87	-	67,493.47	3,248,608.40

#### **Distribution of Returns**



# **Performance Appendix**

Portfolio Name	QTD	YTD	1 Year	3 Years	5 Years	10 Years	Since Inception	Inception Date
	-			Iturs	i cui s	1 cur 5		
American Core Realty - Private Real Estate	1.75	3.68	6.74				6.21	06/01/2017
Cash	95.30	95.49	96.24				40.21	07/01/2016
Center Coast - MLPs	8.36	-5.74	-8.46				-2.86	06/01/2016
Congress - Mid Cap Growth	0.62	1.67	7.68				12.48	06/01/2016
Connors - Covered Calls	2.69	1.91	11.34				15.15	06/01/2016
Kayne Anderson - Small Cap Value	0.40	-1.34	11.34				16.12	06/01/2016
Kennedy - Mid Cap Value	2.12	-0.09	12.75				15.39	06/01/2016
Lazard - International Value	-0.60	-0.84	9.56				8.69	06/01/2016
Pacific Income - Fixed Income	-0.12	-1.40	-1.11				-0.64	06/01/2016
RBC - Small Cap Growth	9.39	11.82	24.09				16.23	06/01/2016
Renaissance - International Growth	-5.94	-5.69	1.78				8.44	06/01/2016
Vanguard - Large Cap Growth	5.82	6.86	18.82				18.25	06/01/2016
Vanguard - Large Cap Value	1.17	-1.33	9.90				12.62	06/01/2016

#### **Glossary of Terms**

Active Contribution Return: The gain or loss percentage of an investment relative to the performance of the investment benchmark.

Active Exposure: The percentage difference in weight of the portfolio compared to its policy benchmark.

Active Return: Arithmetic difference between the manager's return and the benchmark's return over a specified time period.

Actual Correlation: A measure of the correlation (linear dependence) between two variables X and Y, with a value between +1 and -1 inclusive. This is also referred to as coefficient of correlation.

**Alpha**: A measure of a portfolio's time weighted return in excess of the market's 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.

Best Quarter: The highest quarterly return for a certain time period.

**Beta**: A measure of the sensitivity of a portfolio's time weighted return (net of fees) against that of the market. A beta greater than 1.00 indicates volatility greater than the market.

**Consistency**: The percentage of quarters that a product achieved a rate of return higher than that of its benchmark. The higher the consistency figure, the more value a manager has contributed to the product's performance.

**Core:** Refers to an investment strategy mandate that is blend of growth and value styles without a pronounced tilt toward either style.

Cumulative Selection Return (*Cumulative Return*): Cumulative investment performance over a specified period of time.

**Distribution Rate:** The most recent distribution paid, annualized, and then divided by the current market price. Distribution rate may consist of investment income, short-term capital gains, long-term capital gains, and/or return of capital.

**Down Market Capture:** The ratio of average portfolio returns over the benchmark during periods of negative benchmark return. Lower values indicate better product performance.

**Downside Risk:** A measure similar to standard deviation, but focuses only on the negative movements of the return series. It is calculated by taking the standard deviation of the negative quarterly set of returns. The higher the value, the more risk the product has.

**Downside Semi Deviation:** A statistical calculation that measures the volatility of returns below a minimum acceptable return. This return measure isolates the negative portion of volatility: the larger the number, the greater the volatility.

**Drawdown:** A drawdown is the peak-to-trough decline during a specific period of an investment, fund or commodity.

**Excess over Benchmark:** The percentage gain or loss of an investment relative to the investment's benchmark.

**Excess Return:** Arithmetic difference between the manager's return and the risk-free return over a specified time period.

**Growth**: A diversified investment strategy which includes investment selections that have capital appreciation as the primary goal, with little or no dividend payouts. These strategies can include reinvestment in expansion, acquisitions, and/or research and development opportunities.

**Growth of Dollar:** The aggregate amount an investment has gained or lost over a certain time period, also referred to as Cumulative Return, stated in terms of the amount to which an initial dollar investment would have grown over the given time period.

**Investment Decision Process (IDP):** A model for structuring the investment process and implementing the correct attribution methodologies. The IDP includes every decision made concerning the division of the assets under management over the various asset categories. To analyze each decision's contribution to the total return, a modeling approach must measure the marginal value of every individual decision. In this respect, the hierarchy of the decisions becomes very important. We therefore use the IDP model, which serves as a proper foundation for registering the decisions and relating them to each other.

**Information Ratio:** Measured by dividing the active rate of return by the tracking error. The higher the Information Ratio, the more value-added contribution by the manager.

**Jensen's Alpha:** The Jensen's alpha measure is a risk-adjusted performance measure that represents the average return on a portfolio or investment above or below that predicted by the capital asset pricing model (CAPM) given the portfolio's or investment's beta and the average market return. This metric is also commonly referred to as alpha.

**Kurtosis:** A statistical measure that is used to describe the distribution, or skewness, of observed data around the mean, sometimes referred to as the volatility of volatility.

**Maximum Drawdown:** The drawdown is defined as the percent retrenchment from a fund's peak to the fund's trough value. It is in effect from the time the fund's retrenchment begins until a new fund high is reached. The maximum drawdown encompasses both the period from the fund's peak to the fund's valley (length), and the time from the fund's valley to a new fund high (recovery). It measures the largest percentage drawdown that has occurred in any fund's data record.

**Modern Portfolio Theory (MPT):** An investment analysis theory on how risk-averse investors can construct portfolios to optimize or maximize expected return based on a given level of market risk, emphasizing that risk is an inherent part of higher reward.

Mutual Fund (MF): An investment program funded by shareholders that trade in diversified holdings and is professionally managed.

**Peer Group:** A combination of funds that share the same investment style combined as a group for comparison purposes.

**Peer/ Plan Sponsor Universe:** A combination of asset pools of total plan investments by specific sponsor and plan types for comparison purposes.

**Performance Ineligible Assets**: Performance returns are not calculated for certain assets because accurate valuations and transaction data for these assets are not processed or maintained by us. Common examples of

these include life insurance, some annuities and some assets held externally.

**Performance Statistics**: A generic term for various measures of investment performance measurement terms.

Portfolio Characteristics: A generic term for various measures of investment portfolio characteristics.

**Preferred Return:** A term used in the private equity (PE) world, and also referred to as a "Hurdle Rate." It refers to the threshold return that the limited partners of a private equity fund must receive, prior to the PE firm receiving its carried interest or "carry."

**Ratio of Cumulative Wealth:** A defined ratio of the Cumulative Return of the portfolio divided by the Cumulative Return of the benchmark for a certain time period.

**Regression Based Analysis:** A statistical process for estimating the relationships among variables. It includes many techniques for modeling and analyzing several variables, when the focus is on the relationship between a dependent variable and one or more independent variables

**Residual Correlation**: Within returns-based style analysis, residual correlation refers to the portion of a strategy's return pattern that cannot be explained by its correlation to the asset-class benchmarks to which it is being compared.

Return: A rate of investment performance for the specified period.

**Rolling Percentile Ranking:** A measure of an investment portfolio's ranking versus a peer group for a specific rolling time period (i.e. Last 3 Years, Last 5 years, etc.).

**R-Squared:** The percentage of a portfolio's performance explained by the behavior of the appropriate benchmark. High R-Squared means a higher correlation of the portfolio's performance to the appropriate benchmark.

SA/CF (Separate Account/Comingled Fund): Represents an acronym for Separate Account and Commingled Fund investment vehicles.

Sector Benchmark: A market index that serves as a proxy for a sector within an asset class.

**Sharpe Ratio:** Represents the excess rate of return over the risk free return divided by the standard deviation of the excess return. The result is the absolute rate of return per unit of risk. The higher the value, the better the product's historical risk-adjusted performance results in.

**Standard Deviation:** A statistical measure of the range of a portfolio's performance; the variability of a return around its average return over a specified time period.

**Total Fund Benchmark:** The policy benchmark for a complete asset pool that could consist of multiple investment mandates.

Total Fund Composite: The aggregate of multiple portfolios within an asset pool or household.

**Tracking Error:** A measure of standard deviation for a portfolio's investment performance, relative to the performance of an appropriate market benchmark.

**Treynor Ratio**: A ratio that divides the excess return (above the risk free rate) by the portfolio's beta to arrive at a unified measure of risk adjusted return. It is generally used to rank portfolios, funds and benchmarks. A higher ratio is indicative of higher returns per unit of market risk. This measurement can help determine if the portfolio is reaching its goal of increasing returns while managing market risk.

**Up Market Capture:** The ratio of average portfolio returns over the benchmark during periods of positive benchmark return. Higher values indicate better product performance.

**Upside Semi Deviation:** A statistical calculation that measures the volatility of returns above an acceptable return. This return measure isolates the positive portion of volatility: the larger the number, the greater the volatility.

Value: A diversified investment strategy that includes investment selections which tend to trade at a lower price relative to its dividends, earnings, and sales. Common attributes are stocks that include high dividend, low price-to-book ratio, and/or low price-to-earnings ratio.

Worst Quarter: The lowest rolling quarterly return for a certain time period.

#### **Information Disclosures**

The performance data shown reflects past performance, which does not guarantee future results. Investment return and principal will fluctuate so that an investor's shares when redeemed may be worth more or less than original cost. Please note, current performance may be higher or lower than the performance data shown. For up to date month-end performance information, please contact your Financial Advisor or visit the funds' company website.

Investors should carefully consider the fund's investment objectives, risks, charges and expenses before investing. The prospectus and, if available the summary prospectus, contains this and other information that should be read carefully before investing. Investors should review the information in the prospectus carefully. To obtain a prospectus, please contact your Financial Advisor or visit the funds' company website.

Past performance is no guarantee of future results.

Investing involves market risk, including possible loss of principal. 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 involves the risk that the market may not recognize that securities are undervalued and they may not appreciate as anticipated. Small and mid-capitalization companies may lack the financial resources, product diversification and competitive strengths of larger companies. The securities of small capitalization companies may not trade as readily as, and be subject to higher volatility than those of larger, more established companies. Bond funds and bond holdings have the same interest rate, inflation and credit risks that are associated with the underlying bonds owned by the funds. The return of principal in bond funds, and in funds with significant bond holdings, is not guaranteed. International securities' prices may carry additional risks, including foreign economic, political, monetary and/or legal factors, changing currency exchange rates, foreign taxes and differences in financial and accounting standards. International investing may not be for everyone. These risks may be magnified in emerging markets. Alternative investments, including private equity funds, real estate funds, hedge funds, managed futures funds, and funds of hedge funds, private equity, and managed futures funds, are speculative and entail significant risks that can include losses due to leveraging or\other speculative investment practices, lack of liquidity, volatility of returns, restrictions on transferring interests in a fund, potential lack of diversification, absence and/or delay of information regarding valuations and pricing, complex tax structures and delays in tax reporting, less regulation and higher fees than mutual funds and risks associated with the operations, personnel and processes of the advisor. Master Limited Partnerships (MLPs) are limited partnerships or limited liability companies that are taxed as partnerships and whose interests (limited partnership units or limited liability company units) are traded on securities exchanges like shares of common stock. Currently, most MLPs operate in the energy, natural resources or real estate

sectors. Investments in MLP interests are subject to the risks generally applicable to companies in the energy and natural resources sectors, including commodity pricing risk, supply and demand risk, depletion risk and exploration risk; and MLP interests in the real estate sector are subject to special risks, including interest rate and property value fluctuations, as well as risks related to general and economic conditions. Because of their narrow focus, MLPs maintain exposure to price volatility of commodities and/or underlying assets and tend to be more volatile than investments that diversify across many sectors and companies. MLPs are also subject to additional risks including: investors having limited control and rights to vote on matters affecting the MLP, limited access to capital, cash flow risk, lack of liquidity, dilution risk, conflict of interests, and limited call rights related to acquisitions.

**Mortgage backed securities** also involve prepayment risk, in that faster or slower prepayments than expected on underlying mortgage loans can dramatically alter the yield-to-maturity of a mortgage-backed security and prepayment risk includes the possibility that a fund may invest the proceeds at generally lower interest rates.

Tax managed funds may not meet their objective of being tax-efficient.

**Real estate** investments are subject to special risks, including interest rate and property value fluctuations, as well as risks related to general and economic conditions. **High yield** fixed income securities, also known as "junk bonds", are considered speculative, involve greater risk of default and tend to be more volatile than investment grade fixed income securities.

Credit quality is a measure of a bond issuer's creditworthiness, or ability to repay interest and principal to bondholders in a timely manner. The credit ratings shown are based on security rating as provided by Standard & Poor's, Moody's and/or Fitch, as applicable. Credit ratings are issued by the rating agencies for the underlying securities in the fund and not the fund itself, and the credit quality of the securities in the fund does not represent the stability or safety of the fund. Credit ratings shown range from AAA, being the highest, to D, being the lowest based on S&P and Fitch's classification (the equivalent of Aaa and C, respectively, by Moody(s). Ratings of BBB or higher by S&P and Fitch (Baa or higher by Moody's) are considered to be investment grade-quality securities. If two or more of the agencies have assigned different ratings to a security, the highest rating is applied. Securities that are not rated by all three agencies are listed as "NR".

"Alpha tilt strategies comprise a core holding of stocks that mimic a benchmark type index such as the S&P 500 to which additional securities are added to help tilt the fund toward potentially outperforming the market in an effort to enhance overall investment returns. Tilt strategies are subject to significant timing risk and could potentially expose investors to extended periods of underperformance."

**Custom Account Index:** The Custom Account Index is an investment benchmark based on your historical target allocations and/or manager selection that you may use to evaluate the performance of your account. The Custom Account index does take into consideration certain changes that may have occurred in your portfolio since the inception of your account, i.e., asset class and/or manager changes. However, in some circumstances, it may not be an appropriate benchmark for use with your specific account composition. For detailed report of the historical composition of this blend please contact your Financial Advisor.

#### Peer Groups

Peer Groups are a collection of similar investment strategies that essentially group investment products that share the same investment approach. Peer Groups are used for comparison purposes to compare and illustrate a clients investment portfolio versus its peer across various quantitative metrics like performance and risk. Peer Group comparison is conceptually another form of benchmark comparison whereby the

actual investment can be ranked versus its peer across various quantitative metrics.

All Peer Group data are provided by Investment Metrics, LLC.

The URL below provides all the definitions and methodology about the various Peer Groups

https://www.invmetrics.com/style-peer-groups

#### Peer Group Ranking Methodology

A percentile rank denotes the value of a product in which a certain percent of observations fall within a peer group. The range of percentile rankings is between 1 and 100, where 1 represents a high statistical value and 100 represents a low statistical value.

The 30th percentile, for example, is the value in which 30% of the highest observations may be found, the 65th percentile is the value in which 65% of the highest observations may be found, and so on.

Percentile rankings are calculated based on a normalized distribution ranging from 1 to 100 for all products in each peer group, where a ranking of 1 denotes a high statistical value and a ranking of 100 denotes a low statistical value. It is important to note that the same ranking methodology applies to all statistics, implying that a ranking of 1 will always mean highest value across all statistics.

For example, consider a risk/return assessment using standard deviation as a measure of risk. A percentile ranking equal to 1 for return denotes highest return, whereas a percentile ranking of 1 for standard deviation denotes highest risk among peers.

In addition, values may be used to demonstrate quartile rankings. For example, the third quartile is also known as the 75th percentile, and the median is the 50th percentile.

#### Alternatives

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Alternatives may be either traditional alternative investment vehicles or non-traditional alternative strategy vehicles. Traditional alternative investment vehicles may include, but are not limited to, Hedge Funds, Fund of Funds (both registered and unregistered), Exchange Funds, Private Equity Funds, Private Credit Funds, Real Estate Funds, and Managed Futures Funds. Non-traditional alternative strategy vehicles may include, but are not limited to, Open or Closed End Mutual Funds, Exchange-Traded and Closed-End Funds, Unit Investment Trusts, exchange listed Real Estate Investment Trusts (REITs), and Master Limited Partnerships (MLPs). These non-traditional alternative strategy vehicles also seek alternative-like exposure but have significant differences from traditional alternative investment vehicles. Non-traditional alternative strategy vehicles may behave like, have characteristics of, or 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. Characteristics such as correlation to traditional markets, investment strategy, and market sector exposure can play a role in the classification of a traditional security being classified as alternative.

Traditional alternative investment vehicles are illiquid and usually are not valued daily. The estimated valuation provided will be as of the most recent date available and will be included in summaries of your assets. Such valuation may not be the most recent provided by the fund in which you are invested. No representation is made that the valuation is a market value or that the interest could be liquidated at this value. We are not required to take any action with respect to your investment unless valid instructions are received from you in a timely manner. Some positions reflected herein may not represent interests in the fund, but rather redemption proceeds withheld by the issuer pending final valuations which are not subject to the investment performance of the fund and may or may not accrue interest for the length of the withholding. Morgan Stanley does not engage in an independent valuation of your alternative investment assets. Morgan Stanley provides periodic information to you including the market value of an alternative investment vehicle based on information received from the management entity of the alternative investment vehicle or another service provider.

Traditional alternative investment vehicles often are speculative and include a high degree of risk. Investors should carefully review and consider potential risks before investing. Certain of these risks may include but are not limited to: Loss of all or a substantial portion of the investment due to leveraging, shortselling, or other speculative practices: • Lack of liquidity in that there may be no secondary market for a fund:• 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 mutual funds; and • Risks associated with the operations, personnel, and processes of the manager. As a diversified global financial services firm, Morgan Stanley Wealth Management engages in a broad spectrum of activities including financial advisory services, investment management activities, sponsoring and managing private investment funds, engaging in brokerdealer transactions and principal securities, commodities and foreign exchange transactions, research publication, and other activities. In the ordinary course of its business, Morgan Stanley Wealth Management therefore engages in activities where Morgan Stanley Wealth Management's interests may conflict with the interests of its clients, including the private investment funds it manages. Morgan Stanley Wealth Management can give no assurance that conflicts of interest will be resolved in favor of its clients or any such fund.

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For most investment advisory clients, the program account will be charged an asset-based wrap fee every quarter ("the Fee"). In general, the Fee covers investment advisory services and reporting. In addition to the Fee, clients will pay the fees and expenses of any funds in which their account is invested. Fund fees and expenses are charged directly to the pool of assets the fund invests in and impact the valuations. Clients must understand that these fees and expenses are an additional cost and will not be included in the Fee amount in the account statements.

As fees are deducted quarterly, the compounding effect will be to increase the impact of the fees by an amount directly related to the gross account performance. For example, for an account with an initial value of \$100,000 and a 2.5% annual fee, if the gross performance is 5% per year over a three year period, the compounding effect of the fees will result in a net annual compound rate of return of approximately 2.40% per year over a three year period, and the total value of the client's portfolio at the end of the three year period would be approximately \$115,762.50 without the fees and \$107,372.63 with the fees. Please see the applicable Morgan Stanley Smith Barney LLC Form ADV Part 2A for more information including a description of the fee schedule. It is available at www.morganstanley.com/ADV

<http://www.morganstanley.com/ADV> <a href="http://www.morganstanley.com/ADV">http://www.morganstanley.com/ADV</a> or from your Financial Advisor/Private Wealth Advisor.

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#### **Money Market Funds**

You could lose money in Money Market Funds. Although MMFs classified as government funds (i.e., MMFs that invest 99.5% of total assets in cash and/or securities backed by the U.S government) and retail funds (i.e., MMFs open to natural person investors only) seek to preserve value at \$1.00 per share, they cannot guarantee they will do so. The price of other MMFs will fluctuate and when you sell shares they may be worth more or less than originally paid. MMFs may impose a fee upon sale or temporarily suspend sales if liquidity falls below required minimums. During suspensions, shares would not be available for purchases, withdrawals, check writing or ATM debits. A MMF investment is not insured or guaranteed by the Federal Deposit Insurance Corporation or other government agency.